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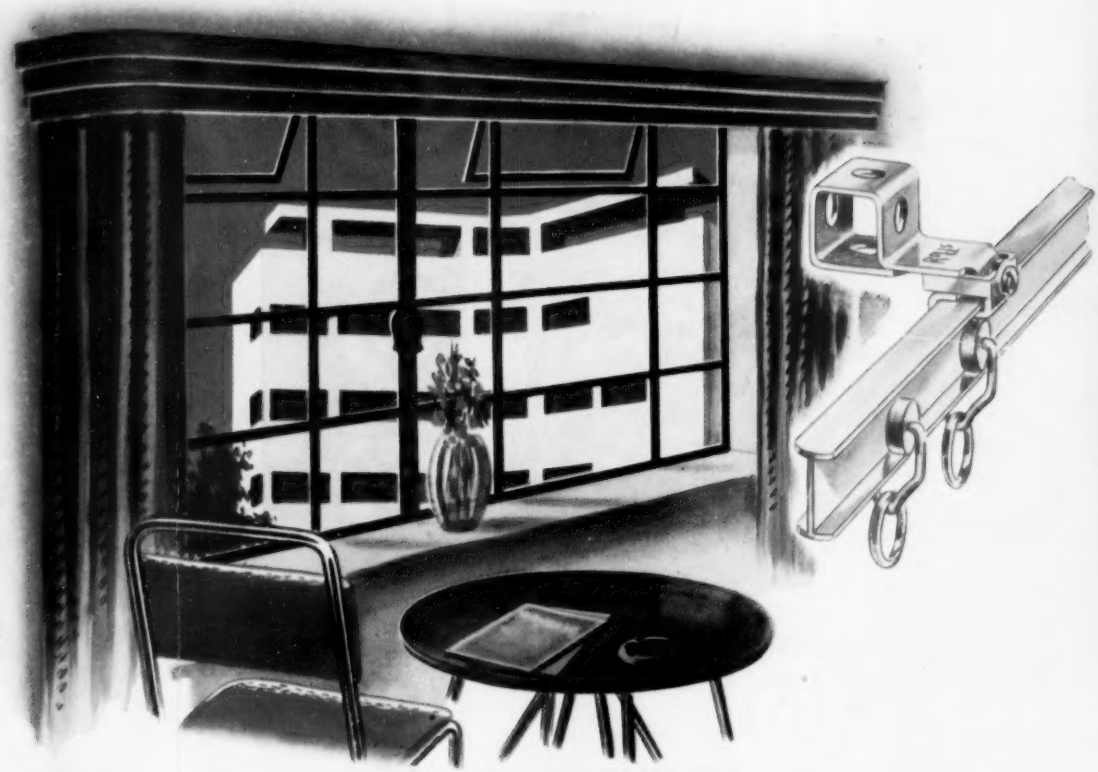
SEPTEMBER 24th, 1954
9d. weekly. 40/- a year.

Furnishing World

and Furniture, Bedding & Upholstery Manufacturer

THE WEEKLY JOURNAL OF THE FURNITURE & FURNISHING TRADES



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CHELTENHAM REGD. DESIGN

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4′ × 2′ 6″ Closed
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Court Cupboard, 4′ 8″ Wide, 19″ Deep, 4′ 6″ High.

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Panel Back, Carved Leg Chair.

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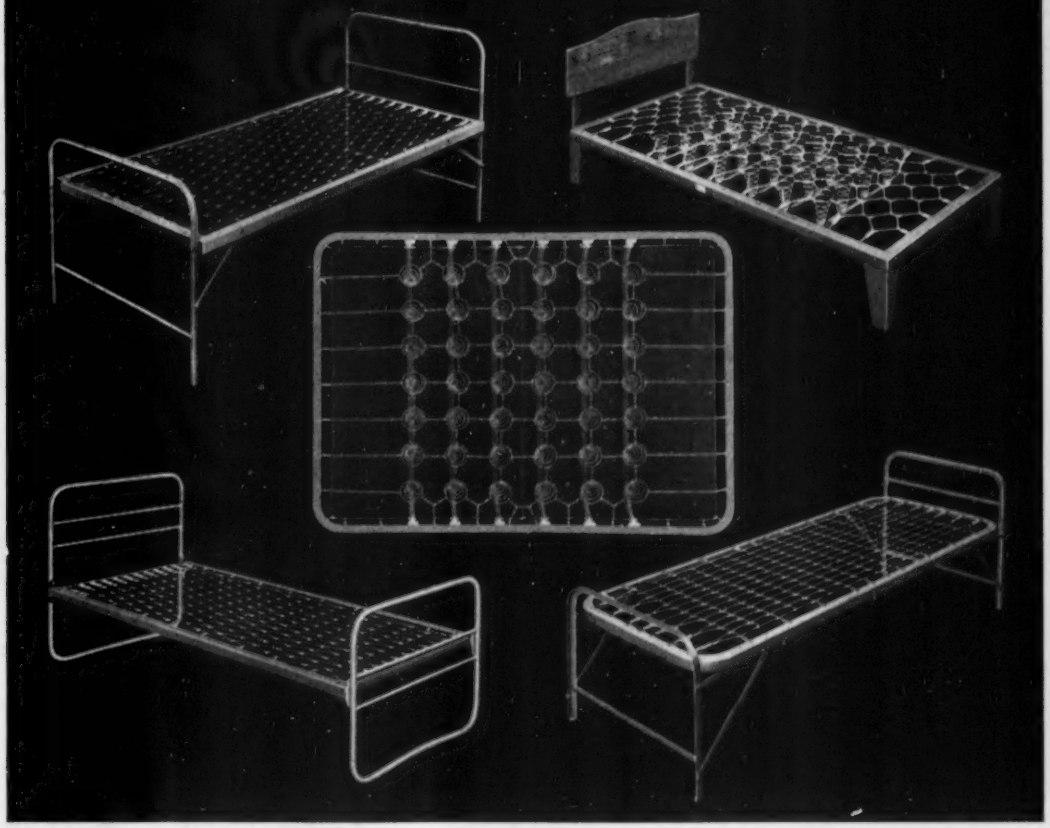
Steel Mattresses · Bedsteads · Bed Fittings



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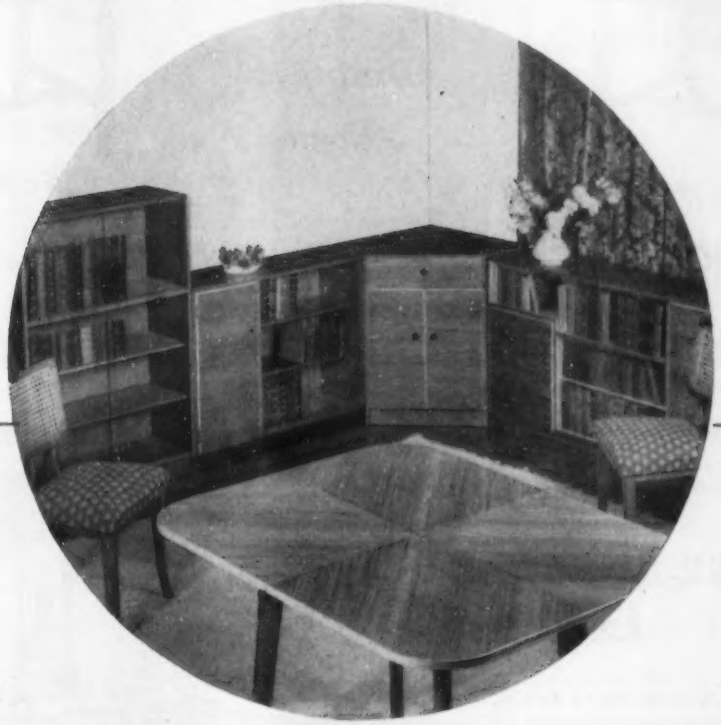
unit furniture

in modern pencil stripe walnut



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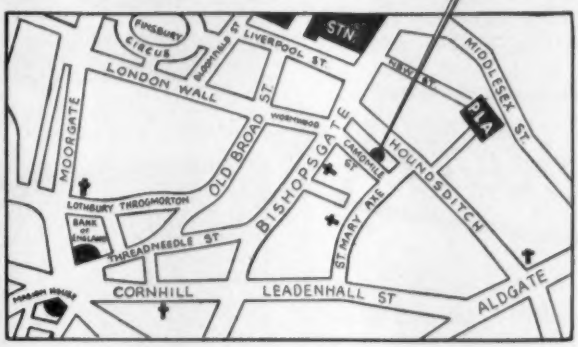

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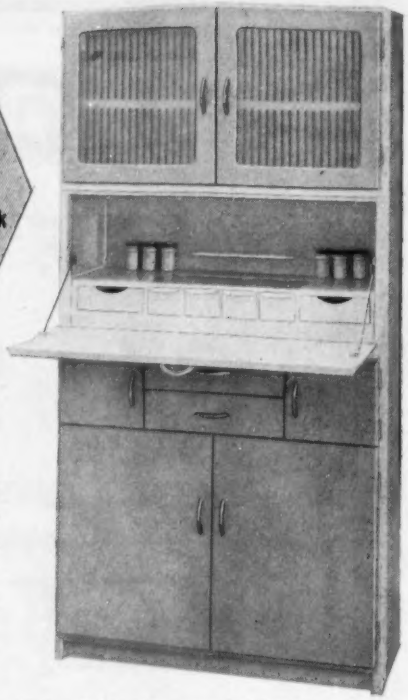

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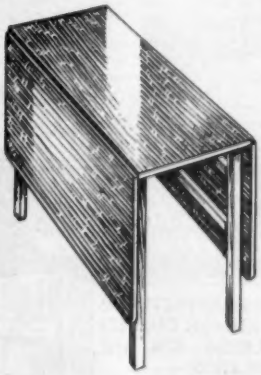

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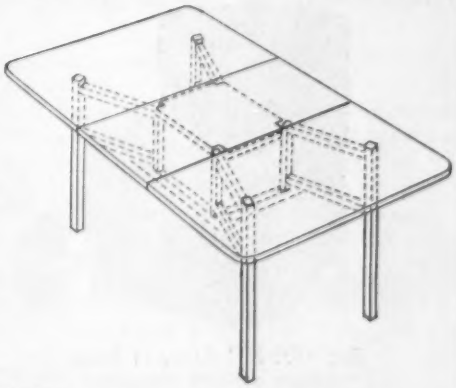

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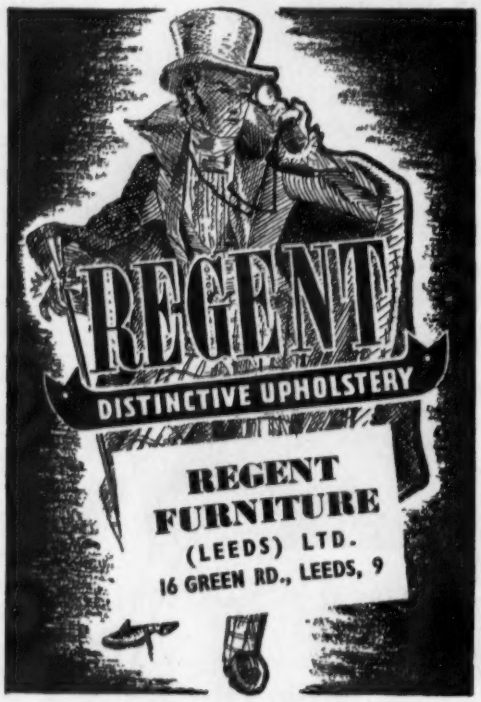

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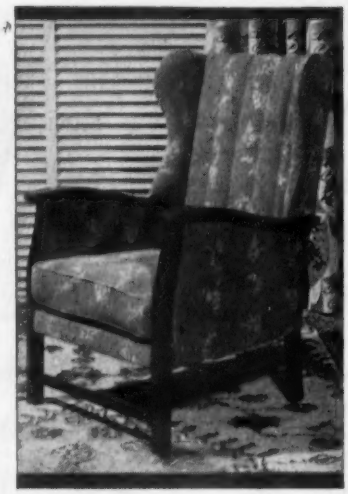

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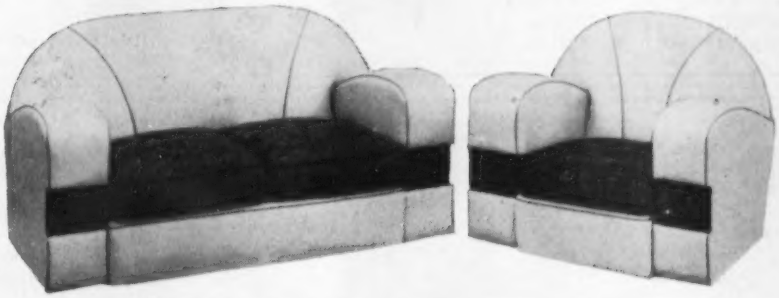

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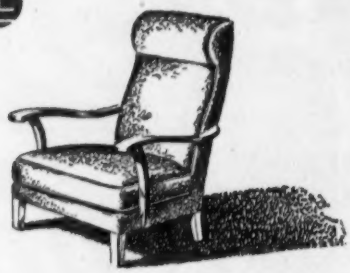

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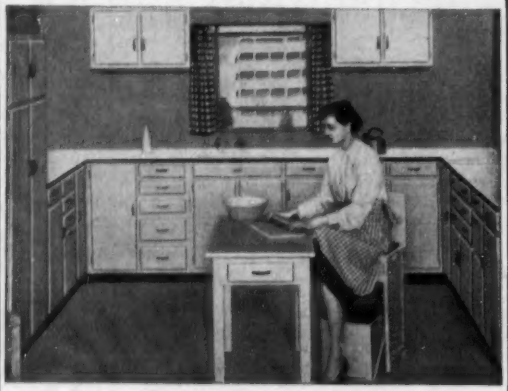

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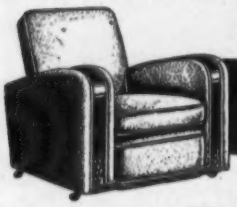

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A. 2 A. 1

Wing Occasional chair Model A. 3. Small sketches show TRUE-REST Living room style A. 2., and TRUE-REST T.V. style A. 1.

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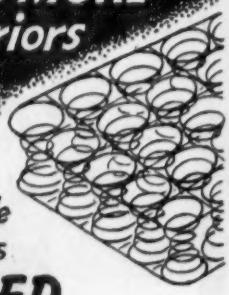

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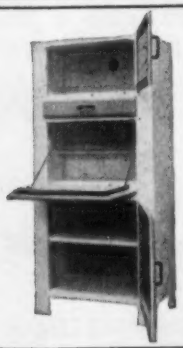

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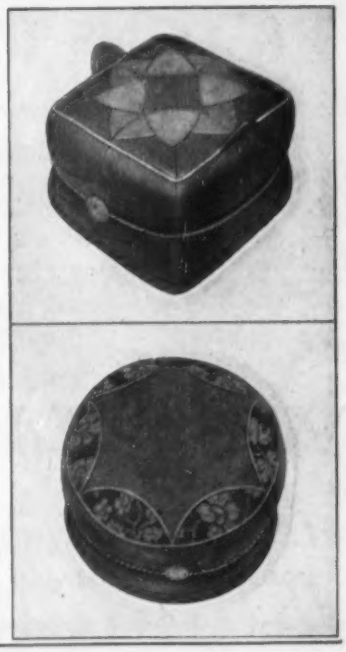

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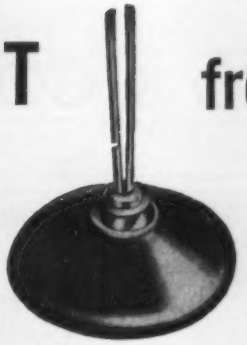

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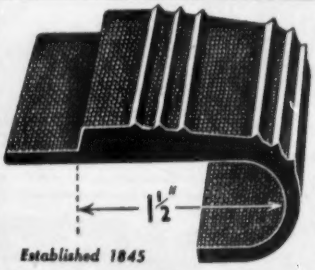

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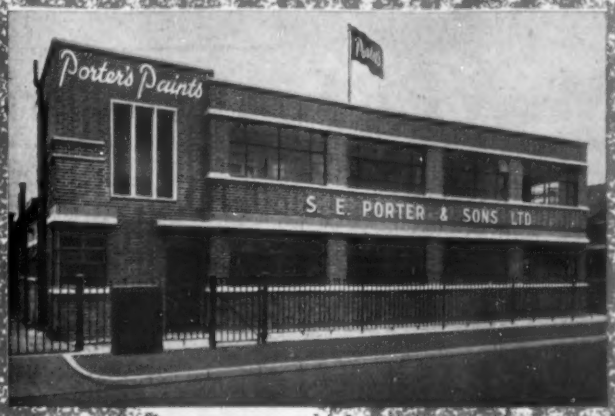

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Vol. XXXVII. No. 713 SEPTEMBER 24, 1954

Furnishing World

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More News Of Take-Over Bids

No G.U.S. Deal On Present Basis Says Hide's Chief

LAST week Great Universal Stores confirmed that preliminary discussions had taken place with Mr. L. P. Jackson, chairman of Hide & Co., Ltd., upon the possibility of its taking an interest in Hide's.

"The terms originally visualised," G.U.S. stated, "were on the basis of 5s. per share, and that the accounts for the year ended February 10, 1954, would have been published.

"The Great Universal Stores makes this announcement to obviate speculation in the shares of Hide & Co."

Commenting on the G.U.S. statement this week, Mr. Jackson declared, **"There is no hope of the Board of this company recommending acceptance of an offer on the basis of 5s. per share."**

He said the first approach had been made by G.U.S. and conversations, which were continuing, had been on the basis of an acquisition on a fair valuation based on the accounts to February 10, 1954.

Those accounts, Mr. Jackson added, were now awaiting final audit and would show a substantial advance on the figures for the previous year.

Later, the directors of Hide & Co. issued a statement which said:—

"Whatever figure may have been visualised by either party when the negotiations were first initiated, the directors wish to make it clear that in their opinion this figure (5s. per Hide share) bears no relation to that which could, in the light of the company's present position, form the basis of a deal."

Offer For Jas. Howell Rejected By Board

AN offer of 50s. per £1 share for the whole of the £300,000 Ordinary share capital of James Howell and Co. (drapers and furnishers) has been made by Gwent and West of England Enterprises, Ltd., on behalf of a client.

Shareholders received the offer last week. It is reported that it was communicated to the chairman of James Howell and Co. in a letter dated September 1, for consideration by his Board, which rejected it.

G.U.S. Buys Hull Store —See page 36.

A condition of the offer was the acceptance of 90 per cent of the Ordinary share capital, or such smaller percentage as the proposed purchasers might elect to accept, by October 15.

LATER: The same agents have just issued, on behalf of a client, an offer for the 60-year-old furnishing and drapery firm of Ben Evans and Co., Ltd., of Swansea.

Another Bid For Jones & Higgins?

THE possibility that there may be a further bid for the shares of Jones & Higgins, the Peckham store —apart from the forthcoming share exchange offer by Great Universal Stores—was suggested on Monday by Mr. G. H. Richardson, chairman of Jones & Higgins.

Mr. Richardson, who was speaking at the adjourned extra-ordinary meeting of the company, said in reply to a question about the present position that nothing more could be done until September 24, when they would know the result of the cash offer by Macowards of £5 per £1 Ordinary share of Jones & Higgins.

The Macowards' offer, he added, had superseded the first offer by G.U.S. of £4 10s. per share but the Board felt there would be a further offer from that source and possibly from others.

Last week Jas. Williamson & Son, Ltd., opened new offices and showrooms at 49 Queen Street, Glasgow. Directors present at the opening were, left to right, Mr. I. D. Tavener (production director), Mr. L. Beswick (director and secretary), Mr. F. E. Winmill, Mr. C. H. Martineau (managing director), and Mr. J. A. Black (director and buyer). Picture of the new showroom page 34.

B.S.I. Study Durability Tests For Mattresses

AT a meeting of the main B.S.I. Bedding Committee held on Thursday of last week, the Committee approved a report from a sub-committee containing the essence of a suggested method of testing the durability of spring interior mattresses.

The sub-committee was asked to pursue its investigations on the agreed lines by carrying out further testing, so that the precise requirements both for the tests and for the acceptance limits might be submitted for examination by the main committee.

No decision has yet been taken as to the minimum level which may be adopted for the British standard.

It was also decided that the same sub-committee should investigate a method, submitted by the Spring Makers' Federation, of testing spring units as distinct from complete mattresses.

In view of these further investigations, and the consequent possibility that the tests may be altered. the committee felt that it would be inadvisable at the present stage to publish details of the test procedure.

In the light of an appeal from the Women's Advisory Committee, it was recommended that divan bases which are not fitted with castors should be provided with handles to assist their movement for bed-making.

. . . And Issue Draft Leathercloth Standard

THE British Standards Institution has now circulated for comment a draft standard for upholstery leathercloths (P.V.C., N.C. and linseed oil types).

The draft standard defines the term "leathercloth," lays down the marking procedure and gives the number of cuts allowed in a roll.

The type tests laid down are tensile strength, resistance to flex cracking, surface drag, blocking, resistance to flex cracking after heat ageing, colour stability, degree of flame resistance.

Control tests include visual examination, width, total weight, cloth weight and coating weight, tear strength, bursting strength, coating adhesion, colour.

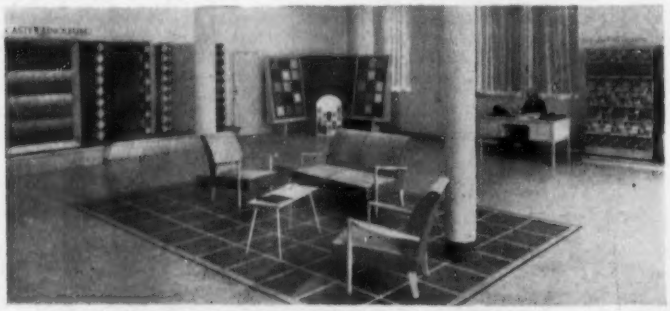
There are 15 appendices which give the test procedure in detail and six pages of drawings showing the test apparatus.

Appendix Q states that the performance characteristics of the various types of leathercloth available for upholstery purposes are such that certain types are not suitable for all upholstery applications.

For example, P.V.C. coated leathercloth is superior to N.C. and L.O. coated leathercloth with regard to the resistance of the coating to cracking when folded repeatedly.

For applications in which the upholstery may become subjected to repeated folding, leathercloth coated with P.V.C. will therefore give the most satisfactory performance in use. For other applications which do not involve repeated folding, leathercloth coated with either N.C. or L.O. will give perfectly satisfactory service under normal conditions of usage.

The light weight qualities of leathercloth are not suitable for universal application in the fabrication of upholstered articles owing to their limited strength.



A corner of the main showroom at 49 Queen Street, Glasgow, which was opened last week by Jas. Williamson & Son, Ltd. (see also page 33).

Wycombe's New College Opens On Monday

THE first completed phase of High Wycombe's new Technical College is to be opened next Monday.

The expanded syllabus of the college, to make full use of the new building and its impressive array of modern machine aids to production, includes classes designed to offer a complete course in furniture manufacture covering all branches of the industry —drawing and design, wood machining, cabinet-making and chair-making. upholstery, polishing and finishing, wood bending, veneering, timber technology and management foremanship.

Experimental Work

Experimental work will be undertaken for the first time, with laboratory facilities for students' research into new production methods, strength and durability of materials and other phases of furniture manufacture.

Arrangements are being made for special lectures at the college on a range of subjects embracing works study and costing.

Enrolments for part-time day students and evening class students have provided evidence of the great enthusiasm for the scope of the facilities offered in the new college. A separate prospectus has been issued for the first time for the department of furniture and wood technology.

As only the first phase of the college building has been completed, and work is still going on, no formal opening ceremony will be staged yet.

Scots CWS Drive To Sell More Furniture

A SPECIAL "Furniture Fortnight" has been arranged by the Scottish Co-operative Wholesale Society in an effort to improve the position of the society's three factories (two at Beith and one in Glasgow) whose sales have been giving concern for several years.

During the fortnight, from October 9 to 23, there will be a special advertising campaign in national and local newspapers and in shop windows.

For display during the fortnight new designs have been produced, including two dining-room suites, three bedroom suites, two three-piece suites and one bed-settee suite.

At the annual autumn show of the society Mr. J. S. Paterson (director) stated that the management required a trade of about £500,000 per annum to make production economic.

If that figure were not attained they would be faced with the prospect of having to close down their productive capacity.

National Newspaper Pillories—

The Great Never-Never "Scandal"

THE London "Daily Express" has launched one of its typical "crusades." It is now exposing the "scandal" of what it calls the Never Never System.

In this instance the furnishing trade is willing to co-operate—to prevent the public being victimised by the small minority of firms who are demanding very high interest on Hire Purchase transactions.

As usual, however, this lay Press story misses many of the vital points which are known only to those with long experience of the business.

First—Here Is The "Express" Story

Hire purchase is being abused. But not by the customers.

Blame those firms that have rocketed their interest rates since hire-purchase controls were lifted two months ago.

They are getting back up to 8s. in the £ interest on money borrowed for "easy terms" buying.

The hire-purchase trade boom in furniture, bicycles, washing machines, TV and radio sets, cars, carpets, and curtains is being exploited for double profits. High profit on the goods, high profit on the money lent to buy those goods.

Twenty million people buy something on "easy terms" every year. Fewer than one per cent fail to pay their instalments.

So there is no good reason why interest charges should be high.

Many stores keep their hire-purchase terms at a level of 10 per cent deposit, five per cent interest on the balance remaining unpaid.

Some other houses are charging as much as 40 per cent interest.

It is an unjustified, indeed an intolerable, rate of interest.

The firms that are abusing the hire-purchase boom know that few customers trouble to work out exactly how much interest is being charged.

...And Here Is The H.P. Trade's Reply

At the request of *Furnishing World* the Hire Purchase Trade Association issued a statement with regard to the "Express's" allegations. This statement said:—

While the Hire Purchase Association agree with the idea behind the "Express" article, they are concerned at the general impression which the article gives, which is that the whole trade is guilty of overcharging. This is quite untrue.

There are, of course, those who abuse H.P., there are "smart Alecs" and "get rich quick" merchants in every trade, and we are just as anxious as anyone else to put paid to their activities.

To denigrate the shopkeepers of Britain (there are few traders now, save in the provision trade, who do not use at least some instalment credit) for the sins of a few, is both unfair and, we believe, dangerous.

The vital part which H.P. plays in the economy of the country must be realised and must not be jeopardised.

H.P. brings about mass selling, leading to mass production, price reductions, increased sales, fuller employment, and greater purchasing power.

There is, moreover, one overriding factor which is usually overlooked in considering this problem: a hire-purchase charge is a charge for the hire-purchase facility, it is **not** interest.

In small transactions of £10 to £15 (e.g., in the case of the boy buying the cycle) it will be necessary to collect and book 52 separate payments, and with present costs merely to book one payment costs several pence.

If the payments are by post, 52 postage stamps will be required, agreements have to be drawn up and stamped, bad debts and losses caused by slow payment allowed for. After these and other items are paid for there is an interest element.

Where the capital sum is large (as in the case of the stores) and especially where payments are monthly, the collection cost element is small compared to the interest element and therefore the charge is a low one.

Another important thing to remember is that the charging of a very low rate does not mean that the cost to the customer is low; a trader selling shoddy goods at a high cash price may make only a low service charge.

On Tuesday the "Daily Express" reported that, out of the first 500 hire-purchase agreements that had been submitted to the Editor for advice, 222 referred to furniture, another 54 concerned carpets and 18 bedding, making a total of 294 agreements covering the furnishing distributive trade.

But a customer may get a much better deal by going to another trader selling a better article at a cheaper price even though he charges a higher (but economic) service charge.

It would be most unfortunate if the effect of the "Express's" efforts to prevent abuse were to penalise honest traders whilst passing business to the "concealed charge" organisations who may well make gross overcharges although apparently doing nothing of the sort.

Consumer credit is now used in a considerable proportion, perhaps in a majority of all consumer purchases. There is no facet of industry in which it does not play its part and yet the loss ratio is less than one-half of one per cent and it receives virtually no publicity in the Press.

This would certainly not be the case if H.P. were being abused on any scale.

[See also "Readers' Viewpoint"—page 42]

Big New Store For Southampton

AFTER being in temporary premises since their store was demolished by enemy bombs, Edwin Jones & Co., Ltd., are in sight of permanent quarters in the shape of a five-floor department store which will be one of the biggest in Southampton.

The Borough Council's Planning Committee has recommended to the Council that permission be given for the erection of a steel-framed building, but approval of the plans is subject to the Council agreeing to details such as the size design and external appearance of the store, the layout of the site, the means of "access," and materials used in construction.

Subject to the approval of the Minister of Housing and Local Government a lease will be granted to Edwin Jones (Wholesale), Ltd., of an area under and at the rear of the Above Bar premises of Marks & Spencer, Ltd., and British Home Stores, Ltd., for a term of 21 years.

Times Furnishing Co.'s New Pension Scheme

CONTINUING with their staff welfare programme, Times Furnishing have now introduced a non-contributory pension scheme for the benefit of employees at retirement age. Normal retirement age will be considered 65 for men and 60 for women, and all those who have been with the company for ten years before retiring will come under the plan.

Pensions are calculated according to salaries and the number of years an employee has been with the company. People who have been with Times Furnishing for 25 years or more at retiring age will receive a 50 per cent increase on the normal rate of pension. This means that anyone with the company for, say, 30 years and earning £10 a week would be eligible for a pension of £4 10s. 0d. a week, including the 50 per cent increase. Anyone earning an average wage of £7 a week or under, would receive £2 5s. 0d. a week, and those in the higher brackets, at say £15 a week, after thirty years would receive £6 6s. 0d. a week.

Pensions received from Times Furnishing in this way are quite separate from, and additional to, the normal government pension for those who have reached the normal retirement age.

Being a non-contributory scheme, Times Furnishing take the full financial responsibility for their new pensions plan—the staff makes no payment at all. But, in addition, for those who do have contributory schemes operating through a life insurance company, Times Furnishing will add 25 per cent to all contributions.

In addition to these new schemes, employees are able to call on the Times Furnishing Benevolent Fund, either for a direct grant or temporary loan, at times of financial difficulty. A Benevolent Fund Committee, which includes a staff member, deals with all applications in strict confidence, to consider grants, not only in cases of sickness, but in the event of an employee marrying, setting up home, or when a baby arrives.

New Works For Hearth Furniture

A NEW factory has been opened at 293-4 Farm Street, Hockley, Birmingham, by Frederick Woolley, Ltd., hearth furniture manufacturers.

At the new premises they intend to concentrate on the engineering side of the business, which includes the machining of metal fittings for the furniture industry.

They will continue to manufacture hearth furniture at their works at 352-255 Farm Street.

The registered office of the firm has now been transferred to the new premises and all enquiries should be addressed there in the future.

Starts On Own Account

Mr. Philip Brookes, who was for many years associated with his brother Sidney at Sidney Brookes (Furniture) Ltd., Old Street, has now established his own business under the title of Philip (Sidney) Brookes, with a factory at 37 Bacon Street, Bethnal Green, London, E.2.

A comprehensive range of occasional furniture is offered, including bedside cabinets in walnut and oak; coffee tables, television and tea trolleys, book trolleys. Illustrations and particulars will be sent to all enquirers on request.

New L.F.M. Year Book Is Now Out

The L.F.M.'s Year Book for 1954/55 is now being circulated to members.

The Year Book contains sections involving frequent reference such as the National Labour Agreement and the Purchase Tax Furniture D-Scheme as well as much other information which, although looked at less frequently, has proved itself of great value.

In addition to amendments to bring the National Labour Agreement up to date, a note has been added at the end of Clause 21 headed "Short Time Before Redundancy." This reproduces the text of a statement agreed between the L.F.M. and the regional trad unions in 1950 giving advice on this matter. It should be stressed that this is local advice only—and nothing but advice.

Machinery Agents Appointed

Chamberlain Industries Ltd., Staffa Works, London, E.10., have recently appointed Drummond Asquith (Sales) Ltd., King Edward House, New Street, Birmingham, 2, as sole distributors in U.K. of the production tube bending machinery which they design and manufacture in conjunction with Walter P. Hill Inc. of Detroit, Michigan, U.S.A.

½d. An Hour More For Furniture Workers

The supplementary cost of living allowance payable to furniture workers will go up from the first full pay week in October from 10d. to 10½d. for adult males and from 6½d. to 7d. for adult females.

The revised aggregate minimum hourly rates will be: men, 21 years and over — London, 3s. 11½d.; Provinces, 3s. 9½d. Women, 19 years and over—London, 2s. 8d.; Provinces, 2s. 6½d.

G.U.S. Buys Hull Store

IT is announced that Great Universal Stores have bought a controlling interest in Bladons (Drapers and Furnishers), Ltd., the Hull departmental store.

The intention, it is stated, is to develop and extend the business under its present management. Rebuilding of the store is now in progress.

All existing staff will be retained, and the business will continue under the control of the Board with Mr. Cecil R. Jones as chairman and managing director, with the addition of Mr. D. Wood and Mr. L. A. Renshell by arrangement with Great Universal Stores.

Edward Astbury Forms £20,000 Company

MR. EDWARD ASTBURY, who recently resigned the general managership of New Day Furnishing Stores, Ltd., and announced his intention of launching out as a complete house furnisher on his own account, stated this week that it is his intention to form a company with a capital of £20,000. It will be known as Edward Astbury, Ltd.

Mr. Astbury will open his first store in Manchester at the beginning of November, and a second shop the following month.

Since announcing his intention to start business on his own account, Mr. Astbury has been inundated with messages of good wishes from manufacturers, their representatives and agents.

Aberdeen Furnishers Bought

House-furnishing business of James Allan and Co. (Aberdeen) Ltd., 122 Union Street, has been sold to Clydesdale Furnishing Company, to come into effect on February 1, 1955. It is understood that the price is in the region of £50,000.

New Retail Outlets For Furnishing Distribution

Extra Furnishing Floor Is Built In Ten Weeks

WILSONS (Stockton - on - Tees), Ltd., opened in their High Street, Stockton, store last Saturday, a new furniture floor built in ten weeks by a new method which, it is claimed, has never been used before in store construction.

The floor is of a portal frame construction in which light timber sections, similar to those used in aircraft construction, have been bonded together with synthetic resin glue. The saving in costs compared with traditional building is more than 50 per cent and by using this method of construction there were no building delays.

The floor covers about 3,500 square feet and the fact that no central pillars are required ensures that the fullest area can be devoted to the display of furniture.

At the moment traditional furniture is being stocked but contemporary lines may be introduced if there is a demand. The store already has opened carpet and lino, bedding and soft furnishings departments covering about 2,000 square feet during the 15 months it has been under the present management.

The opening of the new floor was announced in a double-page advertisement in the "Evening Gazette," Middlesbrough, and marked by the whole shop front display being given to furniture.

The men behind the rapid development of Wilsons are Mr. Dennis Faith, director, and Mr. Ernest Howe, the general manager and secretary, who joined the firm when it was taken over by its present proprietors 15 months ago.

Mr. Faith, who is 27, left school to join his father's firm of Faith, Ltd., furniture and bedding manufacturers, of Newcastle and London. "I learned every side of the business there and was on the road for a time," he says. In 1952 he left the Newcastle factory to open the Clayton Street, Newcastle, furniture store of Gordons, of which he is a director. Then in 1953 he moved to his desk at Wilsons to begin a vast expansion scheme which has transformed the store.

Mr. Dennis Faith, director, and Mr. Ernest Howe, general manager and secretary of Wilsons.

New Kilmarnock Store

The long established firm of Utilitarium, Ltd., decided to cease trading and their premises at 5 Market Lane, Kilmarnock, were taken by Lewis's, well-known firm at the Cross.

The building has now been transformed by local tradesmen into a model warehouse comprising four floors; two for the display of carpets, one for a Sleep Shop stocked with the latest in bedding, and another floor for kitchen equipment, kitchen cabinets, cupboards, sink units, tables and chairs, in all sizes and colours from all the leading manufacturers. A lift serves all floors.

Leeder & Griffiths, upholsterers and soft furnishers, 89 St. John's Street, Bury St. Edmonds, have opened new branch at the Butter Market.

Dundee Branch Added

John Young (Dundee), Ltd., furnishers, have reopened larger and reconstructed premises at 48-52 South Tay Street, Dundee. The firm has now two centres at South Tay Street and at 2-8 Tally Street, Dundee.

New Woodhouse Branch

Previously occupied by Burton's, tailors, 57 High Street, Exeter, the old shop premises opposite the city's Guildhall, opened on Friday as a branch of the James Woodhouse group.

Mrs. K. M. Parsons, trading as Kay's Korner, has opened a shop at 361 Torquay Road, Preston, Paignton, Devon, for the sale of furnishing fabrics, household linens.

Mr. F. A. Doughty

Open Their Sixth Store

A NEW branch store has been opened at Upton Park by G. W. Thompson, Ltd., furnishers, 211 Salman Lane, London, E.14.

These latest premises, forming part of a newly-constructed parade of shops, have modern style frontages of 40 ft. at 8-10 Plashet Grove, E.6, and 20 ft. at 303 Green Street, E.13

Mr. F. A. Doughty has been appointed manager and buyer of this new branch. He has been in the trade for 30 years, and was previously with the Barking branch of Killwick's Furnishing Stores, Ltd., for 22 years. He has also served with the Times Furnishing Co., Ltd., and Wickhams (C. Barker), Ltd.

This latest development now gives Thompson's a total of six stores, the others being at Greenford (Middlesex), Oxhey (Herts), Welling and St. Paul's Cray (Kent).

Large-scale plans to extend the business into Essex are now under way, and a branch is to be opened soon at Debden. Sites have been secured at Harlow, Harold Hill and Hainault for the early establishment of three more stores.

Established in 1865, this progressive private enterprise is under the managing directorship of Mr. G. W. Thompson. Other directors are Mr. H. Wilson and Mr. I. K. D. Wilson.

Move To New Store

The business of F. McCabe & Sons, furnishers, 80-86 High Street, Mortlake, S.W.14, will soon be removed to larger, newly erected premises in the High Street. The firm has traded in their present building since 1889.

Head Office Transferred

The head office of S. L. Wright Ltd., furnishers, has been moved from 3 Westbourne Grove, W.2., to Evelyn House, 62 Oxford Street, W.1 (temporary 'phone number MUS 8200).

T. C. Dunning & Son, Ltd., departmental store, Faith Street and Week Street, Maidstone, Kent, will shortly open a new extension to their furnishing department.

Deaths In The Trade

Mr. R. N. Collier

THE death is announced of Mr. R. N. Collier, senior representative in the Northern Counties of Lintafelt (Southern) Ltd.

Mr. Collier, who was 47, was visiting friends when he collapsed and died without regaining consciousness.

The firm writes :—

"Reg was our senior representative having served with the company pre-war in this capacity and was warmly regarded here by staff and work people alike.

"Those of us who knew him more intimately appreciated his qualities of sincerity, integrity, good sense, good humour and loyalty to ourselves and customers alike.

"His company was always welcome because of his kindly and generous nature and we shall sadly miss a man, one of the few, who was never heard to utter an ill word of another. He will be greatly missed by his colleagues and friends in the trade.

"He leaves a wife and son whose address, to which condolences can be sent, is 35 Becketts Park Drive, Leeds, 6."

* * *

Mr. C. Hawkins

A well-known figure in the furniture industry for many years, Mr. Charles Hawkins, last of the pioneers of the old National Amalgamated Furnishing Trades Association, has died at Hove at the age of 85.

Before he retired in 1940, Mr. Hawkins was for many years a N.A.F.T.A. district organiser and spoke at many union meetings, especially in the High Wycombe area, where. in 1934, he negotiated with High Wycombe and District Furniture Manufacturers' Federation for a penny-an-hour wage increase for furniture operatives, to bring the rate for journeymen at that time up to 1s. 5½d. an hour.

There has been no funeral; Mr. Hawkins' last gesture was to bequeath his body for medical research.

* * *

Mr. A. Bennett

The death is announced of Mr. Alexander Bennett, 25 Whitegates Lane, Earley, Reading, at the age of fifty-nine. Mr. Bennett was formerly a furnisher but retired from business in 1938.

* * *

Mrs. S. Newport

Within two months of her husband's death, Mrs. Sarah Newport, who helped him to build up a house furnishing business at 128 Caversham Road, Reading, has died in a Reading nursing home. She was seventy-seven. Mr. and Mrs. Newport founded the business in 1910. At one time they were specialists in antiques, but more recently they supplied only modern furniture. The business will be continued in the hands of their son, Mr. Herbert Sidney Newport.

* * *

Mr. E. E. Ingram

There was a large and representative attendance at the funeral service at St. George's Church, Wilton, last week for Mr. Ernest Edward Ingram, joint managing director of the well-known Taunton furnishing firm of Hatcher & Sons, Ltd.

Mr. Ingram, who was well known in Freemasonry circles, joined Hatcher's some 52 years ago, being appointed a director in 1920.

At First Huddersfield F.T.B.A. Dinner

President's Target Of £50,000 Would Be Highest Yet

THE first annual dinner and dance of the Huddersfield and District branch of the F.T.B.A. was held on Friday of last week at the Masonic Hall, Greenhead Road, Huddersfield, when about 100 members and friends attended.

Responding to the toast "Huddersfield Corporation," proposed by the branch chairman, Mr. A. R. MacNab, the Mayor of Huddersfield (Alderman John Armitage, J.P.) said that while Huddersfield was not a health resort it was indeed a very busy town and renowned for its products throughout the world.

One of the major programmes was the provision of good houses, well planned and well serviced. "I think it would be difficult to find any estates better than the ones which we are building. These houses demanded good furniture and furnishings. I am glad to be able to say that the furnishing trade here is supplying those much needed goods."

Mr. C. C. Barnes, the area president, proposing the toast: "Furnishing Trades Benevolent Association," said that the association was not getting the support in Huddersfield that he would like.

Responding, the National President, Mr. D. Y. French, M.B.E., said that he was setting a "target" of £50,000 during his term of office, which was the highest so far.

Soon the expenditure would be greater than at present and he suggested that Huddersfield's target should be £500 this year. Emphasising the importance of the 2d. a week scheme he said that it should bring in about £20,000 a year in a few years' time.

The toast of "Our Guests" was proposed by Mr. Harry L. Midgeley (committee member) who said that business competitors who had previously not known each other had a common ground of companionship in the F.T.B.A.

Crowds See Queen Mother's Rug At Scottish Industries Exhibition

ONE of the most popular stopping places for women visitors to the Scottish Industries Exhibition which closed last Saturday at the Kelvin Hall, Glasgow, was the stand of William C. Gray & Sons, Ltd., Ayr carpet manufacturers.

They were having a look at the tartan rug lying under a spotlight, the rug which was bought by the Queen Mother when she opened the exhibition.

It was almost a last-minute decision that the firm decided to include a touch of tartan, and three Wilton rugs were produced in the colours of Ancient Hunting Stewart, Bruce and Wallace.

The Stewart rug, predominantly green and blue, strongly checked in red and yellow, received pride of place on the stand. Joint managing director, Mr. C. B. Kempson, told the Royal visitor in answer to a question that a great proportion of the firm's carpets were exported.

Since the Queen Mother's purchase the firm has been inundated with enquiries.

Although primarily a hearth rug, costing £8, it can also be made up for corridor carpeting. The rugs are sold in sets of three.

Second Factory For W. Steel

To enable them to cope with the increased demand for their products W. Steel & Co., Ltd., are taking over the spacious factory of C. Lamb & Sons, Ltd., at Palmers Road, London, E.2.

C. Lamb & Sons, Ltd., are in members' voluntary liquidation.

Bulk Buying For Independent Smaller Furnishers

Plan To Compete With Multiples

METHODS by which it would be possible to do much to retain that valuable institution—the private company—against the enormous forces of the multiples and co-operatives which would be ranged against them, were mentioned by the President of the National Association of Retail Furnishers (Mr. J. S. Allpass) at the annual meeting of the East Midlands Area at Bedford on Wednesday of last week.

After discussing the present problems of private companies, Mr. Allpass asked, "What of the future for the family business? Burdened as it is by death duties, family obligations and the increasing competition of the multiple the temptation to take advantage of the often attractive cash offers of the multiples is indeed great. Taxation apart, how is the independent family business going to fare in the future against the rapidly increasing growth of the multiple store and the co-operative societies?"

Big Growth Of Multiples

It was food for thought that in 1949 Lord Lucas said in the House of Lords that 75,000 retail shops did 45 per cent of the retail trade in the country. This 45 per cent of trade was mainly in the hands of four to five thousand concerns, who were the large stores, multiples and co-operative societies. It was obvious that this was the trend to-day and it seemed to him that things were approaching the state of affairs in America, where it was contended that more than half the retail sales were probably controlled by fewer than 400 firms.

"It seems to me that in the future independent private companies will eventually enter into some sort of voluntary association, chiefly for bulk buying and to achieve discounts on common purchases," Mr. Allpass continued.

"In America the voluntary association between companies is already in being and proving a considerable success. To-day we have a seller's market and the inefficient firm can keep up with the specialised and efficient multiple and independent company. But the time will certainly come when there will be, through competition alone, a great reduction in the number of shop owners, and although home trade will not, I think, materially diminish in the future, such trade will be done by fewer people."

Was it possible for independent retailers voluntarily to group together firstly to economise on their purchases and secondly to pool and render more efficient their administrative organisation? he asked. Such a step might seem a far cry from the proud independence of the family business, but it was not an impossible venture and the essential character of the business need not change and it might, looking to the future, be a necessity.

It would be of paramount importance that businesses should be streamlined and running to maximum efficiency now. It was no use overhauling and pruning one's management when the market was lost.

"We have got to be prepared for revolutionary changes in the running of our businesses—such as have never been dreamed of in the past," said Mr. Allpass.

Mr. D. W. Edwards, National Secretary, addressed the meeting on recent trade trends.

The election of officers resulted as follows: chairman, Mr. Green; senior vice-chairman, Mr. Spink; junior vice-chairman, Mr. Norman; hon. treasurer, Mr. Gamman; and hon. secretary, Mr. G. W. Cartwright.

They Were Buying Furnishings At Scots Show

A "World" cameraman caught this group on the stand of Arthur Productions, Ltd., at the Scottish Industries Exhibition. They are, left to right, Mr. J. Alexander of J. Alexander, Byres Road, Glasgow, who has purchased the whole of Arthur Productions stand for the Modern Homes Exhibition at Kelvin Hall, Glasgow, in October; Mr. H. Newman; Mr. L. R. Fraser (Vono, Ltd.) and Mr. H. Bernstein (director, Arthur Productions).

On the stand of A. F. Stoddard & Co., Ltd., were, left to right, Messrs. W. C. Jennings (Browns of Chester, Ltd.); J. Edmondson (J. Edmondson [Blackburn], Ltd.); R. Miller (Stoddards); J. Reddux (Stoddards); F. Linley (Stoddards, Leeds); H. Stones (J. Edmondson [Blackburn], Ltd.).

Further Taxation Reliefs For Trading Losses

By E. V. Smith

IN a previous article we dealt with the position of trading losses and income tax as at the beginning of 1952.

The Finance Acts 1952, 1953 and 1954 all contained provisions extending the reliefs available to traders who sustain such losses.

By the provisions of Section 27 of Finance Act 1952 it was provided that business losses, which previously could be carried forward, if not exhausted, for the following six income tax years, could now be carried forward indefinitely.

This applied to losses incurred in 1952-53 and subsequent income tax years.

The claim for the carrying forward of losses is governed by Section 342 of the Income Tax Act 1952 (prior to this consolidation act the claim was known as a Section 33 claim).

By the provisions of Section 15 of the Finance Act 1953, the order of set off of loss claims under Section 341 of the Income Tax Act 1952 (which provides for set off of a loss in a year against the assessment for that year) was set out as follows:—

(1) Against other earned income of the claimant.

(2) Against unearned income of the claimant.

(3) Against earned income of the spouse.

(4) Against unearned income of the spouse.

It is however provided that a claimant may claim to have the loss set off against his income and not that of his wife, which would allow a greater carry forward and possibly a considerable saving of tax.

This section also provides that the loss claimed under Section 341 may be, if not previously exhausted, set off against other income of the next income tax year.

Now, by the provisions of Section 18 of the Finance Act 1954, it is provided that if a business is permanently discontinued in the income tax year 1954-55 or any subsequent income tax year, the loss in the last year of trading can be carried back and set off against the assessments for the three income tax years prior to the income tax year of discontinuance.

The loss may be increased by the addition of the capital allowances for the last twelve months.

Section 20 of the Finance Act 1954 now gives statutory effect to the concession whereby loss claims could be increased by the addition of any unused capital allowances for the year of claim.

These additional provisions make it possible to obtain earlier relief in the event of business losses.

New Furnishing Trade Marks

Permission to publish this list of Trade Marks has been obtained from the Controller of H.M. Stationery Office. The details have been taken from the "Trade Marks Journal," which may be obtained from H.M. Patent Office Sales Branch.

MORETTA.—No. B728906. Furniture. Thomas Moore, 21 Granby Drive, Riddlesden, Keighley, Yorks.

BARONESS.—No. 727373. Draining boards. Easiclene Porcelain-Enamel (1938), Ltd., Victoria Works, Booth Street, Darlaston, Staffs.

PLUMELAND.—No. 723202. Mattresses, sleeping bags, bedding (except bed clothing), cushions (not for surgical or curative purposes) and pillows. Plumage Bedding Co., Ltd., 62a Brewery Road, N.7.

HAIRTEX.—No. 729513. Upholstered furniture padded wholly or principally of hair. Bridge Upholstery (Leeds), Ltd., 70 Mabgate, Leeds, 9.

FIRVIEW.—No. 729835. Furniture. Fir View Furniture Co., Ltd., Beech Road, Wycombe Marsh, High Wycombe, Bucks.

CHINAHAR.—No. 728140. Carpets, rugs, mats and matting, all made of cotton. Societe Anoyme C. Marchant & C. Stichelmans, St. Gilles-Termonde, Belgium.

VERIROBE.—No. 726264. Wardrobes. James H. Sutcliffe & Sons, Ltd., Premier Cabinet Works, Halifax Road, Todmorden, Lancs.

RES-TO-BED.—No. 730311. Bedsettees. Dayanite, Ltd., 12 Beaverbank Place, Edinburgh, 7.

GAYLAIDE.—No. 730393. Furniture. D. M. Davies of Slough, Ltd., 212 Bedford Avenue, Slough, Bucks.

COUNTY.—No. 730406. Bath mats. Woodford Bros., Ltd., 10-12 Wool Exchange, London, E.C.2.

H. K. & DEVICE.—No. 718663. Upholstered furniture and chairs. H. K. Furniture, Ltd., 1a Andover Gardens, London, N.7.

PURPLE SHIELD.—No. 728394. Bedding (other than bed clothing), mattresses, beds, bed bases, divans, ottomans, settees, cushions, pillows (not for surgical or curative purposes) and upholstered furniture. Warwick Upholstery Co., Ltd., 16 Willow Road, Payle, Colnbrook, Bucks.

RED SHIELD.—No. 728395. As above.

SILVER SHIELD.—No. 728397. As above.

WHITE SHIELD.—No. 728400. As above.

MULTISETA.—No. 729090. Upholstered furniture. Bate & Goode, Ltd., Birmingham Street, West Bromwich, Staffs.

CELWOOD.—No. 729961. Nursery furniture made of wood. Celwood Manufacturing Co., Norwich Works, St. Martins Gate, Worcester.

STEELUX ZEDBED. — No. 730504. Beds made wholly or principally of metal. W. Steel & Co., Ltd., 15 Robinson Road, London, E.2.

DREAMON.—No. 730720. Mattresses, bedding (other than bed clothing), pillows, divans, beds and upholstered furniture. Slumberland, Ltd., Redfern Road, Tyseley, Birmingham, 11.

FOURFEATHERS.—No. B728205. Furnishing fabrics, etc. S. Feather & Sons Limited, 57-59 High Street, Manchester, 4.

FURNIKIT.—No. 727446. Kits of parts (sold complete) for assembling into articles of furniture. Andrew Merryfield Limited, 98 St. Stephens Green, Dublin, C.2. Republic of Ireland.

Jute Prices Drop

The Board of Trade announce a reduction in the Jute Control's selling prices of raw jute, following reductions in prices in Pakistan. The decrease varies with the grade, but over-all it amounts to about £8 10s. 0d. per ton. The Control's selling prices of imported goods of hessian type are correspondingly decreased, but their selling prices of heavy goods are unaltered.

The new price schedules come into operation from September 16, and the prices are the same as those in force from August 19 to 30, 1954, with the exception of those for heavy goods.

Wage Terms Agreed For 1,000 Co-op. Societies

MEMBERS of the National Wages Board of the Co-operative Union, representing 1,000 retail co-operative societies, and representatives of the Union of Shop, Distributive and Allied Workers, and of five other unions, held wage talks in Manchester on Tuesday following the Board's offer of a five per cent increase in minimum wage rates in reply to the unions' claim for a 15 per cent increase.

Nearly 230,000 employees of retail co-operative societies are affected by the talks, and after discussion lasting more than six hours it was announced that the parties had agreed on recommended terms of settlement which were to be circulated immediately to constituent bodies on both sides.

Terms of settlement were not disclosed, but it was stated that a Press statement giving details would be issued on Wednesday, September 29.

Fireworks Fire Damages Soft Furnishings

A CASE of fireworks which exploded at the departmental shop of W. M. Taylor & Sons, Ltd., High Street, Erdington, Birmingham, caused damage estimated at hundreds of pounds to soft furnishings.

The incident occurred at the height of the shopping rush on Saturday, and only quick thinking by the assistant, who fought the resulting blaze until the arrival of firemen, averted a panic among the customers.

The explosion happened in the toy department and was spread to the nearby furnishing section by flying rockets and other mobile fireworks.

An official of the firm said afterwards that the cause was not known for certain but it was thought that a small boy may have lit one of the fireworks.

New Floorcovering And Bedding Sections

Nash's, furnishers, of Bexleyheath, will open a new showroom shortly in the Broadway, the main shopping centre and hope that by the end of the last week in September it will be in full swing.

Extensive alterations are necessary as the showroom will have a length of 100 feet.

Mr. L. H. Nash, the managing director of the firm and director of the two associated companies which make this group probably the largest furnishing firm in Kent, said that the new showroom will concentrate on floor coverings, bedding, china, glass and hardware.

Furniture will continue to be handled in the existing main showroom at Broadway, Bexleyheath.

Furnishing Business Sold

The old-established furnishing business of M. Simons & Son, 20, 21, 22 Pontmorlais, Merthyr Tydfil, has been disposed of to Suter & Bailey, of Pontypool, Mon.

Gets "G.H." Certificate

Downloe Chairs, Ltd., have heard that their combination fireside-dining-chair has been awarded the Good Housekeeping Certificate.

Guilty Of Embezzling

Stanley Derek Feavers (29), a salesman, formerly in the employ of Taylor & Hobson, Ltd., furnishers, Huddersfield, was at the Huddersfield Borough Court fined £43 and ordered to make full restitution of the moneys involved. He pleaded guilty to two charges of embezzlement involving a total of £46 4s. 11d. and one of omitting to complete a receipt counterfoil with intent to defraud.

Defending, Mr. G. E. Hutchinson said that defendant had made a full disclosure of the whole circumstances to his present employers and his job would be waiting for him if he were fortunate enough to be able to leave the court and go back. Defendant's father, who was in court, paid £75 of the moneys and defendant was given 14 days in which to pay the balance.

Play Staged In Window

A short one-act play, "Cocktails for Two," is to be presented on Saturday in one of the windows of Stockwell & Oxford, Ltd., North End, Croydon.

The play is part of a sales promotion idea to publicise furniture which requires demonstrating. (Pictures and full story in next week's feature pages.)

New F.T.B.A. Officer

Mr. George T. Judson is now Area President of the Leeds, Bradford and District Area of the F.T.B.A. (Story last week.)

LATE NEWS

Another Store For Cantor's

The premises and assets of the Oldham Furnishing Company, 157-159 Yorkshire Street, Oldham, have been taken over by Cantor's, Ltd., whose head office is "The Towers," Brincliffe Crescent, Sheffield, 11.

The Oldham business will continue for the present under the same name and at the same address.

Buying will be done from Cantor's head office.

Leeds Students Show Textiles

The work of the students of the Department of Textile Industries of the University of Leeds will be on view in London for the first time when an exhibition is opened by the Vice-Chancellor, Sir Charles Morris, at Hamilton House on September 30.

The British Man-Made Fibres Federation is offering the facilities of its London headquarters for this event as a tribute to the contribution being made by the University in the textile field.

The exhibition, entitled "Woven Fabrics and Design" will include furnishing fabrics, all of which will be the work of degree and diploma students, most of whom were not acquainted with the textile industry before entering the University.

Children "Try Out" Shop Work

Burnley schoolchildren who express a desire to enter the retail trade will have an opportunity to gain first-hand experience of shop work in future. In conjunction with the local youth employment authorities, Burnley Chamber of Trade has established a "pool" of retail trade employers willing to take children into their shops for one day during their last term at school to give them an insight into conditions. It is hoped that the local education authority will allow the children the day off school to take part in the trial.

Viewpoint

LAST week we commented on a suggestion put forward by an independent retailer whereby hundreds of smaller retail businesses like his own could compete on an equal basis with the big multiple groups. His proposal was that a bulk buying system should be established for a federation of smaller, independent furnishers which would enable manufacturers to quote prices equivalent to those offered to the multiples.

It was entirely a coincidence that, the day after we went to press, we received a report of a meeting of the National Association of Retail Furnishers at which the President, MR. J. S. ALLPASS, put forward precisely the same proposal. These were his words:

"*It seems to me that in the future independent private companies will eventually enter into some sort of voluntary association, chiefly for bulk buying and to achieve discounts on common purchases.*"

★★ The President said that this seemed to be one vital way in which "that valuable institution, the private company" could stand up against the enormous resources of the multiples and co-operatives.

It is interesting to find that this idea, conceived by one small independent retailer himself, has the backing of our official retail body.

Is it practical? The answer to that is that in America such a voluntary association of small companies already exists—and is proving very successful.

Boycott This Club!

THE employees of Manchester Corporation are to be invited to subscribe five shillings a year to a discount club, in return for which they will be able to buy furniture and other goods at preferential rates.

★★ *These discount clubs are utterly pernicious, and every furnisher in Manchester should refuse to have anything to do with them.*

In the first place no retailer can afford to give substantial discounts. It is entirely unfair that he should be asked to give special terms to any particular body of employees.

Moreover it is utterly unfair to his other customers. Why should a Corporation employee receive, say, ten per cent discount while the bank clerk who lives next door has to pay the full price?

The news will soon leak out that such preferential treatment is being given, and the retailer who has succumbed to the plan will find that he has built up a strong feeling of antagonism to his store by those customers who are not similarly treated.

Readers' Viewpoint

"Never-Never Scandal"

The Editor,
"Furnishing World."

SIR,—Below is a letter I have sent to the Editor of the "Daily Express":

"Very far from being abused hire purchase is conferring inestimable benefits on masses of people of this country. The terms which were lifted in July referred only to minimum deposits and maximum periods of credit on a limited range of goods, excluding furniture, and in no way controlled the service charge—not "interest" which is only one factor in the costs of operating. Consequently there is no ground for asserting that hire purchase service charges have 'rocketed.'

"The service charge which is made on the unpaid balance is required to defray the costs of enquiries and credit granting, the collection of weekly or monthly instalments, bookkeeping records, the increased staff necessary to carry out these duties, as well as the use of the capital required to finance credit business.

"The furniture trade is a highly competitive one and hire purchase terms vary as between one store and another and one type of business and another according to the nature and extent of hire purchase business conducted. The great majority of furnishing retailers conduct honest and straightforward hire purchase business and it is up to the customer to make sure that he deals with a reputable store whose name is well-known to him. As an Association we have no evidence that any of our members are making excessive charges such as you suggest."

Yours, etc.,
DOUGLAS EDWARDS,
Secretary, N.A.R.F.

Unjust To Small Traders

The Editor,
"Furnishing World."

SIR,—Following is the text of a letter I have sent to the "Daily Express":—

"You are very, very unjust to the thousands and thousands of small and medium-sized traders (called the backbone of the nation) with your H.P. campaign.

"The facts are that the traders, who have not the capital to finance their own H.P. business, and are forced to deal with the H.P. finance companies, get nothing out of the 12½ per cent for one year and 20 per cent for two years that they have to charge.

"But, on the other hand, the small trader sells most articles much cheaper (the cash price) than the multiple shops, who charge 'only' 5 per cent. The customer pays usually the difference on the 'cheap' H.P. charge on the cash price of the article.

"For an instance, I have seen an article, which we sell at our shop for £4 16s. 6d., marked at one of these 'cheap' 5 per cent shops at £6 5s. No wonder they charge 'only' 5 per cent.

"How is any trader—who has not only to finance P.T. on stock and no profit is charged on that considerable outlay—able to finance tax and goods with 5 per cent, if the H.P. companies charge them double. Even their charges are somewhat justified, if one considers that when one customer pays into the bank, say one pound, the bank charges 1s. 3d. for that transaction, thus absorbing nearly the whole charges of a small account.

"I wonder if your campaign is a tribute paid by you to the big stores for advertisements placed which the small and medium trader is unable to do owing to the exorbitant advertisement charges!"

Yours, etc.,
G. GARSON,
Director,
Fishers (Crouch End), Ltd.

personally speaking...

NEWS OF PEOPLE YOU KNOW

THE engagement has been announced between **John Siddall,** elder son of Mr. and Mrs. R. Siddall, of Fallingworth Hall, Norland, Sowerby Bridge, and Miss Pamela Anne Johnson. Mr. Siddall is a director of Siddall & Hilton, Ltd., seat makers and wire and bedstead manufacturers, Sowerby Bridge, near Halifax. Educated at Heath Grammar School, Halifax, and Trent College, Long Eaton, he is captain of the first team of Halifax Hockey Club and a member of Bradley Hall Golf Club.

☆ ☆

NOW managing the Canterbury branch of Court, Bros., Ltd., the Burgate furnishers, is **O. Sutton.** He succeeds **F. Eggleshaw** who has held the position for four years and is now promoted to head office.

☆ ☆

I HEAR that **A. ("Tony") Chubb,** representative of Vitafoam, Ltd., at High Wycombe, was injured when the car he was driving was involved in a collision with a lorry at Denham. I am glad to say that he suffered no worse than a severe shaking and bruising. He is now back at work.

☆ ☆

NOW on a tour of the Middle East is **Major Dainty,** a director of S. F. Turner, Ltd., the Dudley firm of bedstead manufacturers. The object of his trip is to deal with on the spot enquiries for the firm's products.

☆ ☆

NOW deputy chairman of British Ropes, Ltd., is **Harry Smith** who retains his position as joint managing director. **John R. Dawson** has been appointed a joint managing director of the company. He is general manager of the Sunderland factory and will deal mainly with the fibre side of the firm's affairs.

☆ ☆

THE Textile Institute Medal, inaugurated in 1921 as an award by which recognition could be given for distinguished services to the industry in general and to the Textile Institute in particular, will be presented to **Sir Ernest William Goodale, C.B.E., M.C.,** by the Institute's President, **C. H. Colton,** during the Autumn Convocation at the Institute's headquarters in Manchester, on Friday. Sir Ernest, who is managing director of Warner & Sons, Ltd., was President of the Institute from 1939 to 1940 and chairman of the Institute's London Section from 1950 to 1952. The Warner Memorial Medal, awarded in recognition of outstanding work in textile science and technology, will be presented to **Reginald Meredith, M.Sc., F.Inst.P.** of the College of Technology, Manchester.

☆ ☆

FROM the John Lewis Partnership comes news that **Miss M. W. Ison** is to manage the perambulator department of Bainbridges in addition to her other responsibilities.

☆ ☆

Buying Furniture and Carpets for Stockton Firm

Robert Davidson

FURNITURE and carpets buyer for Wilsons (Stockton-on-Tees), Ltd. is 40-year-old **Robert Davidson** (pictured above). He is in charge of the new furnishing floor (see story, page 37). Mr. Davidson was in the Newcastle store of Jas. Woodhouse & Sons until his appointment as manager of their York branch. Before he moved to Wilsons he was manager of the Stockton store of Morris & Co. (Furnishers), Ltd.

☆ ☆

APPOINTED a director of Affleck & Brown, Ltd., and Affleck & Brown (Wholesale), Ltd., of Manchester, is **J. L. Worthington.** He is also a director of Staddons, Ltd., London, E.

A Smile with Betts

"Yes, but where's the thumb hole? All artists' palettes have a thumb hole."

ON Tuesday the National Bedding Federation honoured **Frank Longworth** on his retirement from the editorship of the "Cabinet Maker." Some 30 members of the Council entertained him to dinner at the Mayfair Hotel, London. His toast was proposed by **Fred Booth, O.B.E.,** a past-president, and the president, **G. K. Latimer,** presented Mr. Longworth with a very handsome television set in recognition of his work for the trade over a number of years.

☆ ☆

FABRICS buyer at Chiesmans, Ltd., Gravesend, is now **H. Hopkins,** who was formerly with Page of Camberley, Ltd.

☆ ☆

MANAGER of the workshops of Waring & Gillow, Ltd., in Wood Street, Liverpool, **Frederick Bell** has been with the firm for nearly 52 years. He is 66 and started his working career as an upholstery apprentice earining 2s. 11d. a week.

☆ ☆

JOINING the board of Lines Bros., nursery furniture manufacturers, is **Hugh Richard Lines,** whose appointment as a director has just been confirmed.

Nomad

NEW FROM THE MANUFACTURERS

For The Christmas Gift Trade

HERE are two exceptionally well designel record cabinets which would be really practical gift lines for the Christmas trade. The one shown above is in walnut finish and has sliding doors to the cupboard which is fitted for records. It retails at £8 8s.

The one above is also in walnut finish and is fitted for records. This one retails at £7 17s. 6d. They are made by Herbert E. Gibbs, Ltd., First Avenue, Montague Road, Edmonton, London, N.18.

☆ ☆ ☆

Makers' Ideas For Official Colombo Residence

COLOURFUL furnishings have been chosen for the United Kingdom High Commissioner's Residence, Colombo, which has been built by the Ministry of Works and designed in the Chief Architect's Division of the Ministry.

The entrance hall has a scarlet Axminster carpet with mahogany and ebonised marble-topped circular table furniture. The circular marble-topped table has a cut-out centre holding a metal jardiniére.

Dining room furniture is in Indian laurel; the dining table for twenty persons extends to 18 by 4 ft. The chair-coverings are of scarlet satin and, like the curtains, match the hall carpet. The dining-room carpet is sage-green Axminster.

The drawing room is roughly divided into formal and informal areas. The formal area has a circular decorative mahogany and ebonised table, and semi-circular settee set on a circular sage green chenille carpet; the informal area has chairs covered with scarlet wool repp, and mahogany bookcases.

Furniture for the ground floor has been supplied by Scottish Furniture Manufacturers Ltd., and for the High Commissioner's bedroom by Bath Cabinet Makers Ltd. Guests' bedrooms are furnished by Beresford & Hicks, and other bedrooms by Gordon Russell Ltd. Carpets and rugs have been supplied by James Templeton & Co. Ltd., and upholstery and curtain materials by Warner & Sons Ltd., and Edinburgh Weavers Ltd.

☆ ☆ ☆

Dressing Chest Is Now Added To Range

A new product by A. Shine, 38-40 Upper Clapton Road, London, E.5., is a reproduction dressing chest in burr walnut veneers, produced as five-drawer, eight-drawer, or five-drawer and two-cupboard model. It is already selling very well. The firm has previously specialised only in production of dining-room furniture.

★ ★

New "Rufflette" Colour

The "Rufflette" curtain tape colour range has been extended to include a contemporary grey shade, which will blend with many modern drape schemes.

Buckling Of School Bedsteads

THE National Association of Retail Furnishers has received the following letter from the Spring Mattress & Bedstead Fittings Association:

"The Executive Committee of the above association has recently dealt with a complaint from the headmaster of a boys' school about the beds 'buckling' badly after one term's use.

"Where mattresses for these beds are bought direct from the manufacturer it is usual to take all necessary steps to ensure that the beds are fit for the purpose intended.

"These beds, of course, receive very much more severe use, or mis-use, than the beds supplied for normal domestic purposes.

"Where, however, these beds are purchased through a retailer the supplying member may not be aware of the source to which they are going and I was instructed to approach you in the hope that you would stress to your members the desirability of retailers informing spring mattress manufacturers when beds are bought for delivery to schools or any public or private institutions where the wear and tear may be considerably greater than that experienced in normal domestic usage.

"With this information available steps could be taken to ensure that beds, adequately fit for the purpose, were supplied.

"If you could give your co-operation to this request it would be much appreciated."

☆ ☆

New Range Of Autumn Fabrics And Carpets

Conberg, Ltd., announce that they now have in stock their newest Autumn range of fabrics and carpets.

The new selection range is available in a wide range of fast colours, attractive designs, and luxurious yet practical textures.

Conberg offer very wide selection of fine quality British and Continental carpets in a wide choice of distinctive designs and colours.

All new and existing lines are available for immediate delivery from stock, and showroom service is available.

Full particulars may be obtained from Conberg, Ltd., Simona House, 119-121 Sandpits, Birmingham. (Tel: CENtral 4941, 4 lines).

During the first two weeks in October Mr. Reg H. Smith will be taking the show van of D. M. Davies of Slough, Ltd., round the North-East.

Kitchen Units Get Luxury Treatment At Kendal Milne

HIGH standards of presentation and display are being achieved by the Kendal Milne stores which face each other, and are connected by an underground subway, in Deansgate, Manchester. These stores cater for the medium to high-class trade and the fifth floor of the newer store has been re-planned in a way which shows kitchen, garden and occasional furniture, electrical and sports goods, and hardware, in tasteful and eye-appealing fashion.

Kendal Milne's display manager, Mr. R. W. Spencer, recently returned from a visit to the United States, but the re-planned floor is no mere carbon copy of what might be seen in Atlantic City, Washington or Boston. It is the fruit of original thought and reflects the application of new techniques and ideas.

Around the perimeter of the floor, which covers 24,292 square feet, are sections for Bathroom Fittings, Gadgets for the Kitchen, Kitchen Equipment, Everything Electrical, Garden and Occasional Furniture, Golf School, Sports Shop, Pots and Pans, Coloured Kitchenware, Brushes and Kitchen Cutlery.

Each section is sign written—at eye level—"Kitchen Equipment," "Garden and Occasional Furniture" and so on, while attractive motifs illustrate goods sold by the section.

At the rear of the perimeter are stockrooms which ensure that each section has ample goods in reserve, and here too are situated offices for the various buyers.

The spacious floor area, with wide walks and no cul-de-sacs, does not make use of display platforms. A parquet floor has been laid and sections can be identified by colour.

Goods are displayed on a background of strong colour, supplied by dyed coconut matting. Thus garden furniture is shown on a background of green coconut matting and electrical goods on red.

The open layout and tasteful décor, coupled with striking yet simple presentation and display, combine to make a floor which renders shopping easy, and which is not only pleasing to the eye, but essentially practical.

Interest and appreciation have already been expressed by customers especially regarding the attractive way in which merchandise is now presented.

RETAIL SELLING PLANS

Above and below: kitchen-units displayed on the perimeter of the re-planned floor at Kendal Milne & Co. Ltd., Manchester. In this new arrangement, kitchen furniture and equipment is presented in eye-catching style. Colour and fashion points are also emphasised, and the kitchen is shown as a comfortable addition to living-space, in keeping with to-day's trends.

A feature of the re-planned floor at Kendal Milne's is the tempting way in which kitchen gadgets, coloured cooking-ware and other fittings are displayed. Murals above each section indicate the type of merchandise on sale, and sections are identified by different colours (picture below).

Raise Out-Of-Season Garden Sales

An interior display of garden furniture at Gamages is enlivened by the use of a grass "lawn," and by leaf and trellis patterned panels at the rear. Garden ornaments and picnic baskets give additional interest.

ALTHOUGH most furnishers promote garden furniture chiefly by window displays in the spring and early summer, there is an increasing tendency for more retailers to maintain special all-year-round displays in the showroom.

The same technique of the furnished setting which has proved so successful when applied to bedroom and dining sets, is justifying itself for garden and occasional furniture.

On the replanned fifth floor of the store of Kendal Milne & Co., Ltd., Manchester, garden furniture is displayed attractively in this way, and a number of the items promoted are of New Elizabethan style and suitable for both indoor or outdoor use. Appropriate accessories are included in the displays to give that "lived-in" look.

Another indoor display pictured here was staged at Gamages Ltd., Holborn, London, and "props" included trellis-patterned panels, and a realistic grass "lawn." In this case the furniture was grouped with garden ornaments and picnic baskets.

Part of the garden and occasional furniture section on the replanned fifth floor at Kendal Milne & Co., Ltd., Deansgate, Manchester. Garden furniture in a large variety of styles is displayed with appropriate accessories.

Modernisation of Hampshire Store

WITH the easing of building restrictions more furnishers are planning the erection of new premises or the modernisation of their present stores. Showrooms of New Elizabethan style were opened recently in Charminster Road, Bournemouth, by G. & W. Cocks, and the firm reports that business has already increased "by leaps and bounds," and on a scale beyond their expectations.

The building has been designed to permit of further extension to upper floors at a later date, and has an overhanging glass canopy of New Elizabethan design. The two windows are open-vision style, and the showrooms (2,500 square feet in area) are illuminated by fluorescent triple-strip lighting.

The opening of the new building was preceded by a composite page in the "Bournemouth Daily Echo," with story and photograph of the new premises, and advertisements from the contractors who had undertaken the construction, decoration and electrical work at the store.

Desk-Top Plan Display

MANY displaymen planning window and showroom layouts find that these are more successful if a rough scale drawing is prepared and allowance made on it for the various pieces of furniture, before any physical work begins. Even more accurate planning can be made if scale models are used for the furniture involved, and in America this "desk-top planning" has become the accepted method of preparing window and showroom displays. More than one hundred standard pieces of furniture and architectural symbols are available from one firm alone, for use in these pre-planned displays.

There are many ways in which these scale-model pieces may be used to develop store displays. Colour and decorating schemes can also be tried out and revised before the furniture is assembled for display.

Model furniture made to a scale of probably 5/8 in. to the foot is to be produced in the New Year by a British firm, A. Barton & Co. (Toys) Ltd., 54 East Hill, Wandsworth, London, S.W.18., and it is proposed to include in the range accurate scale models of "contemporary" furniture, to assist displaymen who now have to handle so many promotions of this style.

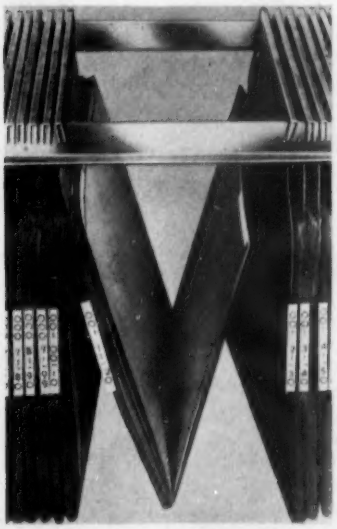
Money-Saving Business Aids

THERE are many valuable labour-savers among the business aids now on the market, and furnishers will be interested in three new systems which save time and money in their offices.

The first is a new filing system, designed for offices where many files or folders are needed but where space is at a premium. A series of suspended pockets slide along horizontal rails on a suspension frame, and this frame can be fitted into a wall recess or attached to any kind of timber or metal vertical support.

Folders are inserted in the concertina file from the front, and any type of quarto or foolscap folder can be used. The titles of the folders can be read in the same way as book titles along a shelf.

Steel units fitted with roller blinds or with hinged or sliding doors are supplied to house the system. This

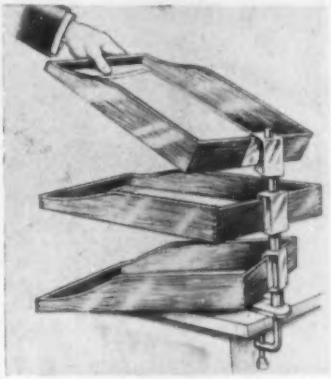


New space-saving filing system by Roneo Ltd. Pockets are joined concertina-style, and new folders may be inserted at any point so that numerical or alphabetical sequence is maintained.

new filing system is made by Roneo Ltd., 17 Southampton Row, London, W.C.1.

Where desk space is the problem, valuable "elbow room" can be released by fitting the "Clipper" revolving, detachable desk-tray set. The trays may be swung right away from the desk area, and are clipped to a perpendicular arm clamped to the side of the desk.

The tray sets are supplied in any number of tiers from two to six; all the metal parts are chromed, and there is a choice of light or medium oak, or polished mahogany.



Space-saving "Clipper" desk-trays, from B. H. Passey & Partners. Tray sets are revolving and detachable.

The "Clipper" desk-tray sets are made by B. H. Passey & Partners, Arcadia Works, Arcadia Avenue, London, N.3.

Another desk-space saver is a continuous memo pad called the "Permapad." This new jotting pad

"Permapad" quick-reference jotter with automatic re-load, from Adapta Signs Display Products.

consists of eight reels of continuous paper strip, each reel passing through a separate frame. When a note is written in any frame it can be pulled through and torn off, and the frame re-loads automatically, ready for the next note.

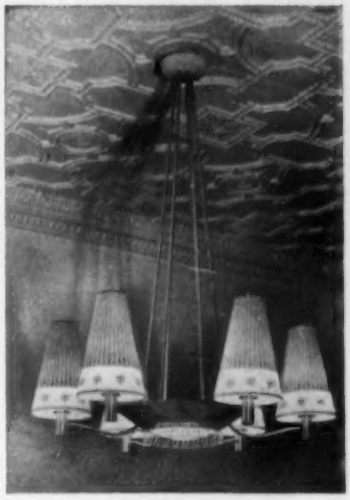
Instead of making notes haphazardly on any scrap of paper that comes to hand, a busy furnisher is enabled by the continuous memo pad to keep notes in a compact and systematic form.

The pads come from Adaptasign Display Products, 93-94 Chancery Lane, London, W.C.2.

How Lighting Helps To Modernise

MANY public houses, restaurants or canteens cannot afford the cost of a complete modernisation, but the premises which house them can often be improved by redecoration and the provision of modern lighting. Furnishers who wish to increase figures made by their lamp departments could gain extra business by a "New lamps for old buildings" promotion, for local catering and licensed premises.

An example of the way in which modern lighting fittings are often suitable for older-type buildings is shown here. Four special 7-light pendants of New Elizabethan style, supplied by the General Electric Co., Ltd., have been installed in the saloon bar of the "Blind Beggar," a well-known public house in the Mile End Road, London. Six lamps are supported on projecting arms and have conical shades with red and white stripes at the top and a ring of crystal stars near the base. The seventh lamp is in the centre of the fitting above a white opal dish.



SOFT FURNISHING SIDE

Latest Fabric "Match-Mates"

A GREAT deal has been done recently by fabric houses in presenting co-related cloths for curtains, loose covers and upholstery. Colours in some ranges have been carefully co-ordinated, and the same attention has been paid to textures, so that customers may obtain a rough-surface and smooth-surface fabric of matching colour, for use in the same room. Some of the "co-ordinates" are achieved by grouping woven fabrics together, while in other cases the second or third cloth is a printed design.

Pictured on this page are three groups of co-ordinated fabrics. From Bruce's Berners Fabrics comes an all-rayon brocade, featuring a floral wreath, and this is teamed with a spot design. Both these 50-inch fabrics are available in several colourways.

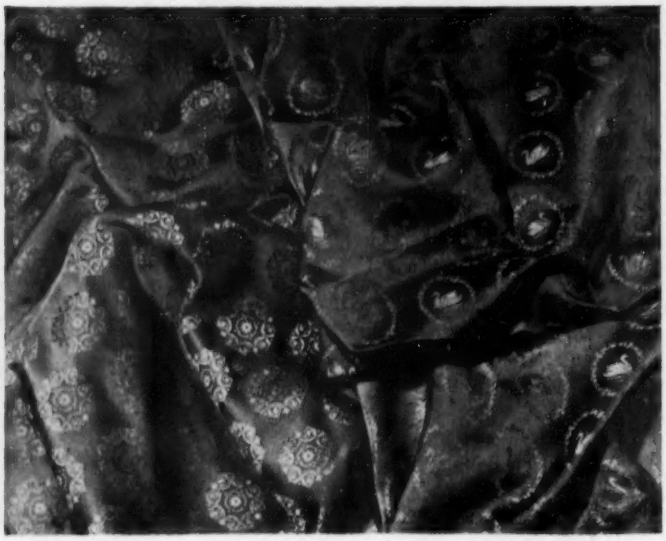
Arthur Sanderson & Sons Ltd., offer a comprehensive range of complementary fabrics, and from these have been chosen the two pairs illustrated here. The fine rib design of rayon and wool—made in wine, turquoise, lime, terra cotta and cocoa-colour—can be used with a variety

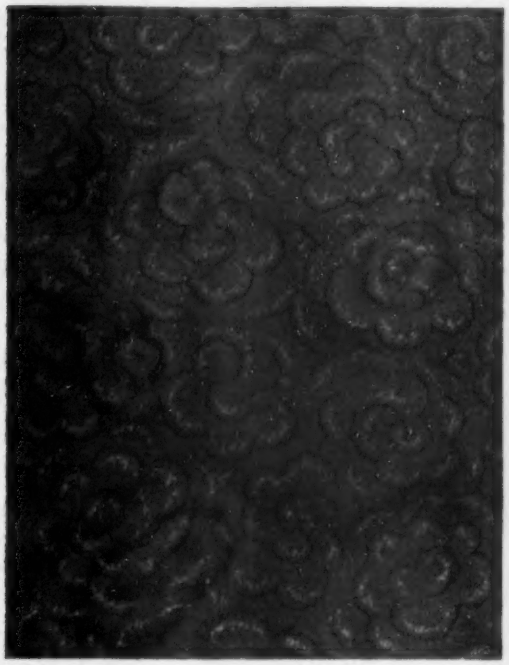
(*continued on facing page*)

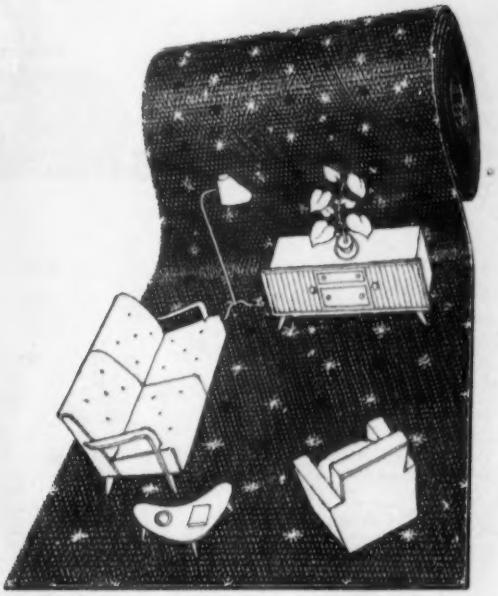
Above left: rayon-and-wool ribbed fabric, BR.340, from Arthur Sanderson & Sons Ltd., with, above right, a floral lattice rayon/nylon fabric, BR.344, from the same company.

Below: from Bruce's Berners Fabrics Ltd., come two other "co-ordinates"—a floral brocade and a spot design, both all-rayon.

Below: Two all-rayon fabrics from Arthur Sanderson & Sons Ltd., a swan-medallion and a stylised-floral design which each blend with the ribbed cloth above. These come in pleasing, subtle colourings, and designs are scaled to suit modern as well as older houses.





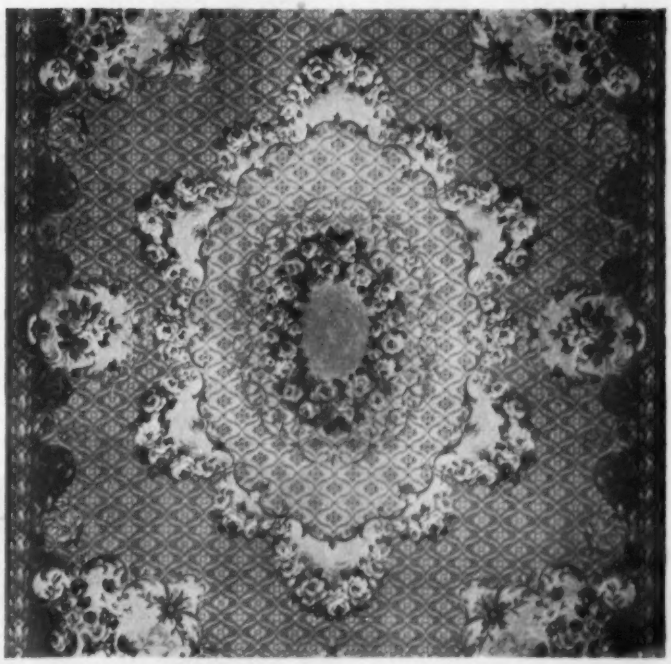


Left: a 3-tone Wilton pattern, the design traced in hard twist yarn, the background in a very fine woollen yarn. 3/3203, "Cathkin," by James Templeton & Co. Ltd. Above: one of the matrices supplied free to retailers advertising carpets, by the British Carpet Promotion Council.

(*from facing page*)

of woven designs, most of which feature all-over motifs. Among these motifs are stylised florals, and the lyre, oval medallion and other themes so popular in eighteenth-century design. Three of these fabrics are pictured here: a rayon and nylon cloth with a ribbon-lattice design, and two all-rayon fabrics, one with a delicate swan-medallion theme and the other with stylised floret motifs. This company's range of "co-ordinates" also includes plain with figured velvets, and real silks in plain colour, teaming with Oriental designs.

It is now just one week to Carpet Fortnight, and special displays are being prepared by hundreds of furnishers all over the country. Advertisements in local papers are drawing the attention of potential customers, and many retailers have taken advantage of the offer of the British Carpet Promotion Council to provide free matrices for their advertising. One of these, issued by the Council to any retailer who applies, is shown above. This uses a New Elizabethan setting calculated to appeal to younger customers.



Right: No. 22/3001. Period French chintz carpet with a dusty-rose ground in the Muirfield spool Axminster range of Henry Widnell & Stewart, Ltd.

CHAIR CENTRE

Chairs sell kitchen furniture

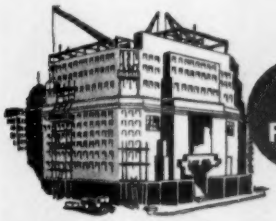
We shall be glad to send catalogue, price list and illustrated new model leaflets on request.

CHAIR CENTRE

CHAIR CENTRE LIMITED

50, GREAT EASTERN STREET, LONDON, E.C.2.

Tel: BISHOPSGATE 9792/3



ADVANCE NEWS OF FURNISHING CONTRACTS

Orders For Hotel And Inn Furnishing

PORTSMOUTH. The T.C. is recommended to approve plans by Portsmouth and Brighton United Breweries, Ltd., for the erection of licensed premises.

SHOREHAM. West Sussex C.C. is to lease land at Brighton Road, Shoreham, to Portsmouth and Brighton United Breweries, Ltd., for the erection of licensed premises.

STOURBRIDGE (Worcs). T.C. approval is recommended for plans by Mitchells and Butlers, Ltd., Cape Hill Brewery, Smethwick, for licensed premises proposed at Gauden Road and Queensway.

STOKE-ON-TRENT. Frederick Hotels, Ltd., have received town planning approval for extension of the North Stafford Hotel at Winton Square.

SHEFFIELD. City Council is recommended to place a contract with its Direct Labour Organisation for the erection of a new canteen for the Transport Department at Castlegate, adjoining Castle Hill Market. The cost is estimated at £53,400.

WALLASEY. T.C. Town Planning Committee has approved plans for the rebuilding and extension of the "Shepherd's Rest" public house on land at Darlington Street and Union Street.

T.C. Welfare Committee has approved revised plans submitted by the Borough Architect for the proposed erection of a hostel at Moreton, and tenders are to be invited for the work.

PORTSMOUTH. The T.C. is recommended to approve plans by Portsmouth and Brighton United Breweries, Ltd., for alterations and additions to the Eastney Tavern, Cromwell Road, Eastney.

ROXBURGHSHIRE. C.C. proposes additions, etc., at the County Buildings at Newtown, St. Boswells. Cost: £50,000. Architect: W. G. Milne, County Buildings, Newtown, St. Boswells.

FRASERBURGH. Aberdeenshire County Education Authority propose the erection of an academy at Demmyduff Road, to cost £312,000. The architects are George Bennett, Mitchell & Son, 1 West Craibston Street, Bon Accord Square, Aberdeen.

STRETFORD. Dining hall extensions are proposed at Ellis Llwyd Jones Hall of Residence, Talbot Road, by University of Manchester, Oxford Road, for which the quantity surveyors are T. Sumner Smith & Partners, 4 Albert Square, Manchester.

WILLITON (Som). Plans approved by the R.D.C. for development of the holiday camp at Dunster Beach, for Hutlands, Ltd.

£250,000 RESORT PLAN

EASINGTON. An enquiry has been held by the M.H. and L.G. into the Easington R.D.C.'s proposal to spend £76,000 on the erection of a new pavilion block at Crimdon Park. This is part of a £250,000 scheme for developing the park into a modern seaside resort. R. R. Lumsden is the surveyor.

NOTTINGHAM. Sheffield Regional Hospital Board has received Ministry approval for adaptation of Hogarth House, The Ropewalk, to form a hostel for radiotherapy, at a cost of £5,503.

SCUNTHORPE (Lincs). Erection of further ward accommodation at the Coronation Block, Scunthorpe and District War Memorial Hospital has been provisionally approved by the Planning Committee of Sheffield Regional Hospital Board.

BANSTEAD (Surrey). Extensions are planned at Banstead Place for the National Association for the Paralysed. The architects are Messrs. Campbell-Jones & Sons, 9 Dowgate Hill, London, E.C.4.

BARNSLEY (Yorks). Approval of the Home Office will be sought by the T.C. for preliminary drawings for rebuilding of the Gaumont Theatre, prepared by Circuits' Management Association, Ltd., architects' department.

BARNSTAPLE (Devon). Oliver & Dyer, Queen Anne Chambers, Barnstaple, are the architects for an hotel proposed at Forches Estate, for Arnold & Hancock, Ltd.

BRADFORD. Hammonds United Breweries, Ltd., Manchester Road, Bradford, have received approval to plans for extension of Alexandra Hotel, Great Horton Road. The Chief Architect is G. S. Saunders.

BROMLEY (Kent). The T.C. is recommended to have sketch plans prepared by C. W. Fox, 22 Parkway, Welwyn Garden City, Herts, for proposed community centre site development at the Coppice Estate, and sketch plans for a public hall near Pembury Close, Hayes Place Estate.

BURNLEY. The T.C. has plans for extension of Healey Hall Home for the aged, at a cost of £15,713.

CAMBOIS (Northumberland). Dene Cinemas, Ltd., 59 Grey Street, Newcastle-on-Tyne, are negotiating for the purchase of the former Bridge Street Methodist Church for conversion into a cinema.

CARDIFF. Corporation is recommended to accept offer of Mecca, Ltd., of London, to lease land at north side of Wood Street for erection of a public dance hall with banqueting suites.

DURHAM. The C.C. received approval to a revised scheme for a health centre at Peterlee, to cost about £36,000.

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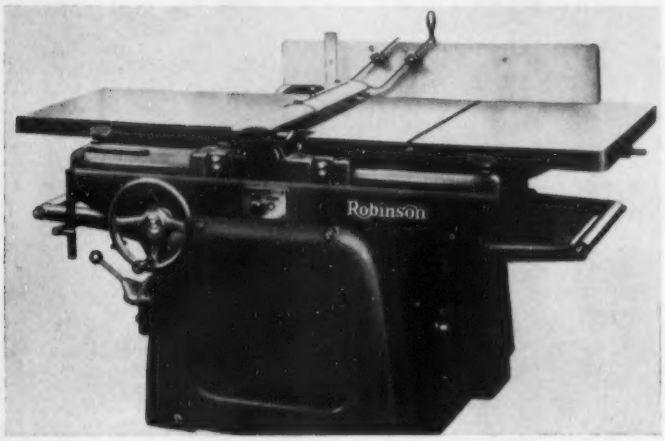
Baghdad Will See British Woodworking Machines

Robinson's Show Latest Developments At British Trade Fair



For the British Trade Fair at Baghdad is this hand and power feed combined surfacer and thicknesser by Thomas Robinson and Son, Ltd.

TWO woodworking machines, embodying all the makers' latest developments, will be shown by Thomas Robinson and Son, Ltd., at the British Trade Fair at Baghdad from October 25 to November 8.

Their 30 in. bandsaw, type YD/T, designed for high speed bandsawing, takes saws up to 1½ in. wide. It has a patent sensitive saw straining device which, the makers say, can be pre-set to suit the particular width of saw to be used.

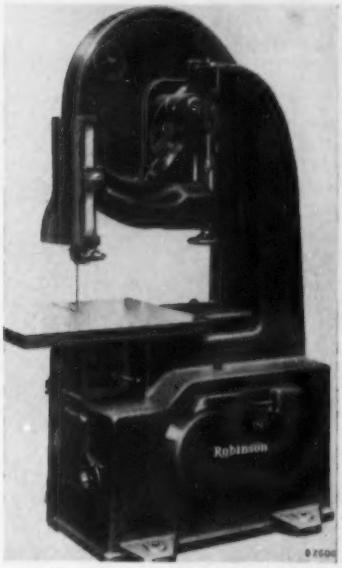
Other refinements are a self-contained motor drive and built-in spotlight, and an automatic emergency trip switch which cuts off the current when the tension is excessive or insufficient, or if the saw breaks. There are brakes on both saw wheels.

The other machine is a 24 in. by 9 in. combined surfacer and thicknesser, type WR/T, for surfacing, thicknessing, taking out of wind, bevelling, rebating, moulding, and so on.

Its cutterblock and feed are driven from a motor housed within the machine frame. It has eccentric chipbreaker and pressure, and three-speed gear-box for feed.

To aid sales, the company is producing an illustrated folder in Arabic covering a selection of machines likely to be of interest to woodworking machines in the Middle East.

MANUFACTURING TECHNIQUES AND IDEAS



This new Robinson 30 in. bandsaw embodying the firm's latest developments will be shown at the British Trade Fair at Baghdad.

All-Europe Talks On Management

NEXT month—October 20 to 23—a conference on the Contribution of Management to European Prosperity will be held at Torquay, sponsored by the European Council of the Comité International de l'Organisation Scientifique (CIOS), of which the British Institute of Management is a constituent member for the United Kingdom.

More than 1,000 delegates will attend, some from as far afield as Turkey and Israel, as well as observers from the Commonwealth and North and South America.

First of its kind to be organised on a European basis, the conference will cover practically all aspects of management practice: production, marketing and sales, education and training, human relations.

There will be three plenary sessions on general subjects, but most of the sessions will be sectional, with (usually) six such meetings held concurrently, and plenty of opportunity for discussion.

Application of management techniques to all sizes of firm will be covered by experts from several countries and in various industries.

English, French and German will be the official languages, and both speeches and contributions from the floor of the hall will be simultaneously translated.

New Tilting Arbor Saw

Reported From U.S.

EQUIPPED with extension and auxiliary travelling tables to give additional dimensional capacity, a new tilting arbor saw, No. 911, has been produced by the American firm, J. A. Fay & Egan Co.

It makes a 6 in. maximum cut. The saw arbor tilts to an angle of 45 deg. with the depth of cut controlled. Arbor speeds can be either 2,500 or 3,600 r.p.m. with a 5 h.p. motor. Maximum blade diameter is 20 in.

Maintenance Costs Pay For Themselves In Cheaper Production

Where You Must "Spend Money To Save Money"

IN the old craftsman days a blunt tool was a disgrace to the owner. Later, as machines began to take their place in industry, it was a matter of pride that working parts should be bright and shiny and casings beautifully painted in attractive colours.

This pride was traditional, but like most traditions it had a basis in necessity. The quality of the work done depended on the condition of the tool, and the performance of the machine was directly related to its cleanliness and state of repair.

Pride Is Fading

It would be overstating the case to say that pride in one's tools no longer exists, but there can be no doubt that it is fading. It may be due to the manifold distractions of modern life, or to the fact that, in the case of machines, the old personal relationship between a man and his machine has almost gone.

Yet the need for care of the machine has not diminished in any way. The better cared for a machine is, the more efficiently it works and the longer it lasts. This may become directly obvious in the amount and quality of its output, or in the amount of power (and therefore cash) it consumes.

There in its simplest form is the case for adequate maintenance.

Most large producers are sufficiently aware of the need to have some sort of organised maintenance staff, though not all of them fully realise the need for an established schedule. Among the medium and smaller producers, with some exceptions, of course, the need for organised maintenance is by no means fully realised.

The practice of engaging a "mechanic" and keeping him on call for whenever a machine breaks down is not maintenance as such at all. It may work to some extent, especially if he is the sort of man who thinks ahead and keeps his eye on the machines he is likely to have to attend.

Must Be Preventive

But maintenance should be *preventive*. Quick repairs of broken machines are not enough. The cheapest way, in the end, is to prevent the machines from breaking.

This means regular, systematic inspection, to start with. It means understanding what your machines are called on to do—and what they *should* be able to do.

Machines pay their way only when they are working. If they could be kept working 24 hours a day, seven days a week, they would be at their most economic, from that point of view, in relation to their capital cost.

They would not, however, last as long as they would with periodic stops for attention. Cleaning and lubrication are essential to their operation. Furthermore, troubles which are caught early do not have the chance to develop into major ones.

PREVENTION is better than cure in the machine shop, too. All good works maintenance schemes are aimed at preventing troubles rather than at dealing with them as they arise.

The ideal maintenance system is comprehensive, fully organised and *recognised as a priority*. Production demands, however urgent, must not be allowed to interfere with it.

Even During The War . . .

During the war the R.A.F. worked on a rigid schedule for servicing aircraft. They realised that lives depended on serviceability. Each aircraft had a between-flights check, a daily inspection, a minor inspection involving stripping after a specified number of hours in the air (40, at one period), and at longer, but still specified intervals, a major inspection when every last detail was checked.

In addition, anyone who discovered anything wrong would put the aircraft "unserviceable," and only the N.C.O. responsible for it could put it "serviceable" again, and then only when the action taken to remedy the fault had been entered on the serviceability form and signed.

Not even the war was allowed to interfere with this programme.

One of the causes of poor—or lack of—maintenance, particularly among smaller firms, is the rather haphazard growth of the machine shop. Lack of planning at the inception persists throughout the growth of the firm.

Another cause, and one which is more difficult to overcome, is the scarcity of skilled labour, for machine maintenance is a highly skilled job.

Insufficient experience among the operatives can also lead to poor maintenance. An inadequately trained man may be doing his best, but his lack of knowledge may easily lead to breakdowns which an experienced man would avoid.

Result Of Carelessness

Bad maintenance is probably most often the result of carelessness, however. Careless workmen cause accidents and breakdowns. Careless supervision leads to inattention to the need for repair, adjustment, and so on. Carelessness by the maintenance staff themselves means delay in repairs and replacements and inadequate servicing.

It all boils down to lack of system, and system is the root of all efficient maintenance.

Planning for maintenance should really begin before the machines are installed, but that is the counsel of perfection. The point is worth bearing in mind, however, that maintenance is an important item to be considered when planning a new shop.

Comprehensive System

The system in being when the shop is producing must be comprehensive. There must be a laid-down periodic inspection of every piece of equipment, preferably related to the servicing needs of the individual item.

This inspection is the key to the whole matter of preventive maintenance. The purpose is to keep the machines and equipment in working order, not merely to repair them when they fail. It is also cheaper, as there is less time out of production, less waiting time for the operator, and less danger of materials spoilt by failure during production.

The inspection should be by a properly trained maintenance staff of skilled men, and not part of the routine of the operative.

Simple Reporting

Because breakdowns may occur even on a well-maintained machine and cannot always be foreseen, there must also be a quick and simple system of reporting them. This reporting system must be clearly understood by all concerned, and must preclude the possibility of further damage being done by working the machine before the breakdown has been attended to.

(*continued on facing page*)

(from facing page)

It goes without saying that the maintenance system should be put on paper, and made available for reference by everyone. The reporting system should be posted up beside the machines, if possible, as simple instructions so that there can be no excuse for wasted time in putting it into effect.

A basic necessity of good maintenance is good housekeeping. Cleanliness of floors, etc., and efficient removal of dust and chips help to keep the working parts of the machines themselves clean.

Interest The Workers

Having laid down a comprehensive system of preventive maintenance, the next item is to interest the workers in it so that its effect is not lost by neglect.

Each worker concerned should be informed of the costs involved: the value of the machine or equipment, the money value of idle machine time, and so on. It may be possible to introduce a competitive interest by holding good housekeeping and maintenance competitions between sections or departments. Or it may be in the management's interest to pay a bonus for freedom from trouble.

Training comes into the picture since it is cheaper to give time to training a worker than to replace a misused machine. Equipment will last the longer if each worker fully understands its capacity and limitations.

A vital point in inspection of equipment is that proper attention must be given to lubrication. Negligence here can undo all the good work of the most efficient inspection and reporting systems. Any inspection schedule, then, must include checks on lubrication.

Saving On Overheads

Such a system of preventive maintenance as is outlined here will obviously cost money, and when it is working efficiently there will never be any obvious check on the return value. The cost is part of the cost of efficiency, and the saving is on overheads.

Maintenance is a first-rate example of the adage that you must spend money to save money. A few pounds spent on maintenance can save incalculable amounts in idle machine time and lost production.

It is well worth while, therefore, to incur the expense of engaging skilled men and giving the time to working out a system.

Setting Circular Saws With Precision

Interwood's P.H.1 high precision circular saw setting apparatus.

CLAIMED to be the most efficient equipment for ultra-precision setting of circular saw blades is the P.H.1 High Precision Circular Saw Setting Apparatus recently produced by Interwood, Ltd.

Saw teeth can be rapidly set with a tolerance of plus or minus 4/10 of a "thou" (0.0004 in.), the makers say, and over-set teeth can be brought very quickly to a precision of set.

According to the specification the apparatus is manually operated, for bench mounting, or supplied with a metal stand at extra cost. It is suitable for saws from 5¼ to 20 in. diameter (larger saws can be considered if required), and up to about 5 mm. (6 gauge) in thickness.

It is designed to set teeth with a hitherto unobtainable speed to a precision of plus or minus 0.002 in., and is easily controllable as the set is instantly visible on a shock-proof dial-type gauge. Over-set teeth can be immediately corrected by means of a counter lever.

Three mounting bosses are supplied to suit the customer's saws (details of bores to be given with order). The price is stated to be within the reach of all saw users.

Advantages claimed for the apparatus are: cleanest and most accurate cutting; saving of saw-blades as all teeth are cutting evenly; increased cutting life of saws after each sharpening; use of thinner saws, and no more burning or cracking of saws—culminating in saving of timber, power and overheads, and better quality output with less finishing.

Clamps Irregular Shapes

TO overcome the difficulties of clamping objects of irregular—or regular—shape, the Wetzler Clamp Co., of New York, is producing band clamps for which they claim maximum effectiveness with minimum effort.

The clamps are normally supplied with a strong, pre-stretched canvas band of about 2,000 lb. tensile strength, but if greater pressure is needed on objects of round or oval contour a steel band can be furnished which provides for a tensile strength of up to 3,000 lb.

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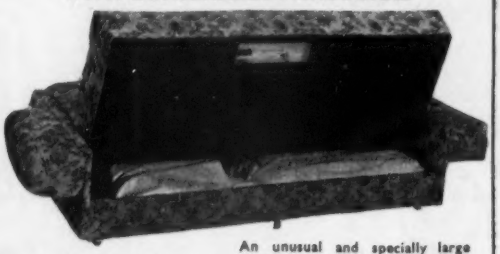

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HARDWOOD MARKET
By Quercus

Furniture Trade's Demand Lags

IT is becoming increasingly apparent that the furniture manufacturing industry is experiencing a boom. Representatives of the hardwood and plywood trades in close touch with week-by-week conditions in the factories all report that production schedules are now in full swing, and the general opinion seems to be that, as the housing programme progresses, this demand will increase. An interesting fact is that this increased activity in what is probably the largest of the hardwood consuming industries is not reflected in any large over-all increased demand for either hardwood or plywood. The reason, of course, is not hard to discover. The furniture industry, in common with many other user trades, bought heavily in the early months of the year. As a result, manufacturers in general still have reasonably well balanced and substantial stocks, and it is unlikely that they will re-enter the market until they have made sufficient inroads into these existing stocks to justify placing new contracts.

* * *

When, in fact, the furniture trade does re-enter the market there is every hope that their requirements will be met without much difficulty. Considerable shipments of most varieties of hardwood are arriving in the U.K. or are on passage, particularly from West Africa. An encouraging feature is that a good average quality is being maintained in most of the standard species such as abura, obeche, mahogany, agba, and other woods in common use. There has recently been an increased demand for abura, and stocks in some areas are reported to be rather low.

* * *

The shortage of oak is becoming increasingly acute. As reported last week, recent arrivals of Japanese oak shipments under contracts placed earlier in the year have gone some way towards alleviating the position, but these arrivals have in most instances been sold ahead and have moved direct into consumption. The shortage of oak, it is thought, is one of the main contributory factors resulting in the strong interest at present being taken in the ramin market. This has, naturally, resulted in a stiffening of prices being asked for forward delivery.

More Courses On Efficiency

Work Study And Materials Handling

RESIDENTIAL five-day, two-week and six-week courses in Materials Handling and Work Study have been arranged by the College of Production Technology, Swinford Old Manor, near Ashford, Kent, in extension of its series at its new premises at Charing, Kent.

Three five-day courses will each be held twice. They are on Work Study, Materials Handling and Method Study. There are two-week courses on the two major subjects—Materials Handling and Work Study—and another on the two subjects combined. This last is the only course without an alternative date.

The six-week course also covers both subjects. With the exception of the two-week course already mentioned, the full list of courses will be available both in late 1954 and in early 1955.

Both subjects are dealt with in much detail, especially in the long course, and where both are treated in one course they are run side by side, as it were, full advantage being taken of the relationship between the two subjects. The courses are designed for all industries.

In the case of the six-week course an examination is set at the end for those who wish to qualify for the College Diploma. Tuition includes a number of sound films.

A follow-up service is provided so that those attending the long course are later kept informed of the developments in the joint fields of work study and materials handling.

The college (principal, Douglas R. Woodley) incorporates the School of Materials Handling and the School of Work Study.

Easier Mattress Handling

HANDLING of spring-interior mattresses is claimed to be both easier and safer with a new gripper, the "Easy-Lift" handle, produced in America by War-Don Co.

Made of aluminium, it has a scissor action, with white sponge rubber pads to hold the mattress. The handle joining the rear arms has a turnbuckle threading which is quickly adjustable to grip or release the mattress.

Use of the gripper, the makers say, eliminates soiling from the hands or contract with the floor, and damage such as torn tickings or mattress handles during handling.

New Foam Adhesive Gives Soft Seams

For Machine Or Spray

PRODUCED by Anchor Adhesives Corporation, a new adhesive for foam rubber reported from America is claimed to give an exceptionally soft seam, to lose its tack quickly and to give a clear film.

It is called the No. 1,000 "Softseam." The makers claim that foam rubber components cemented with "Softseam" may be attached immediately after the cement is applied, and seams may be closed as quickly as one minute after cementing.

This adhesive is said to have "smooth-flowing brushing characteristics," so that large areas are easily coated, and to be odourless when dry—ideal for cementing moulded halves of pillows. It has been developed expressly, say the makers, for large manufacturers, to be used for machine or spray application.

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Trading Results

Morton Sundour Make Profit

After last year's loss of £54,818, **Morton Sundour Fabrics, Ltd.,** report group net profit of £68,389 for the year to June 30 after tax of £46,027 (£17,540). Final dividend of 2½ per cent makes a total of 5 per cent (same).

Rowan & Boden Interim

Interim dividend of 10 per cent is declared by **Rowan & Boden, Ltd.** on the £540,000 Ordinary capital. This compares with a 4 per cent interim last November, which was followed by a final payment of 16 per cent.

Jas. Williamson Interim

For the current year (to December 24) **Jas. Williamson & Son, Ltd.,** have declared an interim dividend of 2½ per cent, less tax, payable October 30.

INCREASES OF CAPITAL

Axminster Carpets, Ltd., Gamberlake, Axminster, Devon.—Increased by £98,500, in 70,500 Ordinary "B" and 28,000 5 per cent Redeemable Preference shares of £1 each, beyond the registered capital of £87,500.

F. Wright & Son (Carpets), Ltd., 32 Central Arcade, Wolverhampton. —Increased by £3,000, in £1 Ordinary shares, beyond the registered capital of £2,000.

Housewives Choice, Ltd., dealers in household linens, soft furnishings, etc., 23 Temple Row, Birmingham, 2.—Increased by £1,500, in £1 Ordinary shares, beyond the registered capital of £3,000.

A. J. Wares, Ltd., furnishing and general warehousemen, plumbers, etc., Enterprise House, 44 King Street, South Shields.—Increased by £60,000, in 10,000 "A" Ordinary, 5,000 "B" Ordinary and 45,000 7½ per cent Cumulative Preference shares of £1 each, beyond the registered capital of £25,000.

Athanas Associates, Ltd., carpet manufacturers, etc., 11 New Street, Bishopsgate, E.C.2.—Increased by £4,900, in £1 Ordinary shares, beyond the registered capital of £100.

Joseph & Falkman, Ltd., furnishers, etc., 19 Church Street, Abertillery.—Increased by £2,000, in £1 Ordinary shares, beyond the registered capital of £2,000.

Blatchingtons, Ltd., complete house and office furnishers, etc., 28-30 Western Road, Hove.—Increased by £2,000, in £1 Preference shares, beyond the registered capital of £4,000.

Newhouse Furnishings, Ltd., 1 The Broadway, Wood Green, N.22. —Increased by £2,000, in £1 shares, beyond the registered capital of £500.

W. W. Tweddie, Ltd., upholsterers and mattress makers, etc., Carlisle House, 115 Botchergate, Carlisle.—Increased by £4,500, in 3,000 Ordinary and 1,500 6 per cent Cumulative Preference shares of £1 each, beyond the registered capital of £500.

H. Brenner & Sons, Ltd., furniture manufacturers, 42 Columbia Road, London, E.2.—Increased by £2,250 beyond the registered capital of £1,000.

The Gazette

THE BANKRUPTCY ACTS 1914 and 1926

Bankruptcy Proceedings

Dormer Bedding Company (a firm), 131 Ladbroke Grove, London, W.11, bedding and upholstery specialists. Receiving Order September 6.

Marks **Sodikoff,** 3 Granville Road, Ilford, Essex, carrying on business in partnership with another at 66-68 Paul Street, London, E.C.2, furniture manufacturers and dealers. Order of Adjudication August 27.

THE COMPANIES ACTS

Intended Dividend

Holmedale Furnishers, Ltd., 99 Baker Street, London, W.1, furnishers. No. 00382 of 1949. Claims September 28 to Bernard Phillips, 76 New Cavendish Street, London, W.1.

Co-op. Furnishing Sales Results

Furnishing sales of £40,937 are announced in the 139th half-yearly report and balance sheet of the **Gravesend Co-op.** for the period ended July 10. This was an increase of £7,586 over the corresponding period of a year ago.

* * *

The **Rainham and District Co-op's** report for the half-year ended July 12 shows that trade in the furnishing department was £11,038, compared with £9,986 in the corresponding period last year.

* * *

Furnishing sales of £284,597 are announced in the report of the **Portsea Island Co-op.** for the 39 weeks ended July 10. This was an increase of £79,185, or 38.55 per cent, over the corresponding period of a year ago.

* * *

The report and balance sheet of the **Southampton Co-op.** for the 134th half-year ended July 24, 1954, shows that trade in the furnishing department totalled £57,360, this being an increase of £920 over a year ago.

* * *

The **Bedford Co-op's** report and cash account for the half-year ended July 10 says that trade in the furnishing department amounted to £26,419. This was an increase of £2,157 when compared with the corresponding period of a year ago.

* * *

The **Dover and District Co-op.** report for half-year ended July 14, 1954, shows trade in the furnishing department of £37,595, an increase of £2,264, or 6.4 per cent, over corresponding period a year ago.

KITCHEN Super PANTRIX CABINETS

For Value

Stockroom Dates

for week beginning September 27

Manufacturers are asked to note that details of stockrooms must reach the Editor by the Friday preceding the date of the issue in which insertion is requested.

NATHAN AGRAN, LTD. September 27 to 30, at Priestley Hall Schoolroom, City Square, **LEEDS,** Mr. T. Smith in attendance. September 27 to October 1, at Royal Beach Hotel, **SOUTHSEA.** Mr. H. Peace in attendance.

* * *

JAMES FAITHFULL, LTD. September 28 to 30, at St. Peter's Hall, **BEDFORD.** Mr. Dean, Mr. Reeve, Mr. Heigl and Mr. A. J. Faithfull in attendance.

* * *

FURNITURE PRODUCTIONS (BRADFORD), LTD. September 27 to October 1, at Royal Hotel, Woburn Place, **LONDON, W.C.1.** Mr. Moore and Mr. Gibson in attendance.

* * *

GEORGE HENSHER, LTD. September 27 to 30, at Trinity Church Hall, **PETERBOROUGH.** Mr. Jack Martin and Mr. Ken Chapman in attendance.

* * *

WILLIAM LAWRENCE & CO., LTD. September 27 to October 1, at Imperial Hotel, **ABERDEEN.** Mr. P. Johnston in attendance. Also at Royal Turk's Head Hotel, **NEWCASTLE-ON-TYNE.** Mr. R. P. Hasler in attendance.

* * *

HARRIS LEBUS, LTD., will hold the following stockrooms during the week beginning September 27: County Hotel, **AYR** (Monday to Thursday), Mr. Mackenzie Bell; Victoria and Station Hotel, **PRESTON** (Monday to Thursday), Mr. N. H. Clark; Bell Hotel, **GLOUCESTER** (Monday to Friday), Mr. H. H. Apted; Arlosh Hall, Manchester College, Mansfield Road, **OXFORD** (Monday to Thursday), Mr. L. A. Penney; Hotel Metropole, **BRIGHTON** (Monday to Thursday), Mr. A. F. Peters; Y.M.C.A., Western Road, **ROMFORD** (Tuesday to Thursday), Mr. W. R. Ives; St. William's College, **YORK** (Tuesday to Thursday), Mr. R. Boss.

* * *

CHARLES NEWTH & SONS, LTD. September 27 to October 10, at Royal Hotel, **BRISTOL.** Mr. R. E. Cottle and Mr. L. F. Sayers in attendance.

* * *

REMPLOY, LTD. September 28 to 30, at Royal Hotel, Princes Street, **EDINBURGH.**

* * *

VONO, LTD. September 27 to 30, at Adelphi Hotel, **LIVERPOOL,** Mr. F. N. Jones in attendance; Grand Hotel, **BRISTOL,** Mr. H. F. Ray in attendance; September 28 to October 1, at Y.M.C.A., **DUNDEE,** Mr. J. A. Deuchars in attendance.

* * *

BERESFORD & HICKS. Now until October 1 at their **CURTAIN ROAD** showrooms. (Special exhibition.)

* * *

CHESHIRES OF NOTTINGHAM [correction]: September 27 to October 8, at Concora House, Holloway Head, **BIRMINGHAM,** and at St. James's Street showrooms. **NOTTINGHAM.**

NEW COMPANIES

The undermentioned particulars of new companies are taken from the Daily Register compiled by Jordan & Sons, Ltd., Company Registration Agents, 116 Chancery Lane, W.C.2.

E. Rosser (Furnishers), Ltd.—Registered August 5. 37 Waterloo Street, Birmingham, 2. To take over business of a furnisher and hardware and general merchant carried on as "E. Rosser" at Pump Street, Worcester. Nominal capital: £100 in £1 shares. Director: E. Rosser, Bath Road, Worcester.

A. F. Masson, Ltd.—Registered August 3. Pinners Hall, Austin Friars, E.C.2. To take over business of a cabinet maker and polisher carried on at 8 Eagle Wharf Road, N.1, by Alice M. Masson. Nominal capital: £100 in £1 shares. Directors: Mrs. A. Masson, 30 Kings Crescent, N.4; R. A. Masson, 26 Woodside Park Avenue, E.17.

Harper Bros. (Balham), Ltd.—Registered August 7. 151 Balham High Road, S.W.12. To carry on business of drapers and furnishers, etc. Nominal capital: £20,000 in £1 shares. Directors: S. Harper, 151 High Road, S.W.12; R. H. Harper, 4 Hoadby Road, S.W.16; K. J. Harper, address not stated.

COUNTY COURT JUDGMENTS

The following information has been taken from the Registry of County Court Judgments, the Treasury, S.W.1. Publication does not imply inability to pay. Debts may have been paid, or may refer to disputed cases.

Jones, Howell (male), 88 Portobello Road, W.4, furniture and decoration specialist. £10 6s. 6d. August 12.

Turnbull, John Robert, 4 Ferront Road, West Green Road, S. Tottenham, N.15, furniture dealer. £11 8s. August 13.

Yaffe, N. (male), 107 Osborne Street, Collyhurst, Manchester, cabinet maker. £30 0s. 11d. August 3.

Stoppard, J. E. (male), 366 Attercliffe Common, Sheffield, 9, furnisher. £43 0s. 7d. August 5.

Docker, A. W. (male), 1,737 Pershore Road, Kings Norton, Birmingham, furniture dealer. £35. July 14.

Murgatroyd, Reg., 10 Jameson Road, Bridlington, house furnisher. £16 7s. 8d. August 17.

Browns Furnishers, (sued as a firm), Whitefriars Street, Coventry. £35 6s. 8d. August 12.

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10,074.—"Premolux" rugs.
10,075.—"Restoflex" spring units.
10,076.—"Jupiter" three-piece suite.
10,077.—Automatic tubular bending machine.
10,078.—Firm whose utility designation No. was 844.
10,079.—"Rural Craft" furniture.
10,080.—Nests of solid mahogany tables.
10,081.—Bridge sets.
*10,082.—"Tidiwife" kitchen cabinet.
10,083.—Square formica tables with shelf underneath.
10,084.—Upholstered chairs.
10,085.—Hall stands.
10,086.—Plant stands.
10,087.—High-back Queen Anne dining chairs.
10,088.—4 ft. 6 in. divans, bird's-eye maple head-boards.
10,089.—Address of Nu-Finishes, Ltd.
10,090.—"Clipper" comet carpet sweeper.
10,091.—"Tri-Magic" trolley.
10,092.—"Leveltex" filling for board and concrete joints.
10,093.—Steel cabinets with 4-6 locking drawers.
10,094.—Windsor armchairs.
10,095.—First grade nursery furniture.
*10,096.—"Kalex" eyed needles.
10,097.—"Dinette" tubular steel dining sets.

* Means unanswered. Can any reader help?

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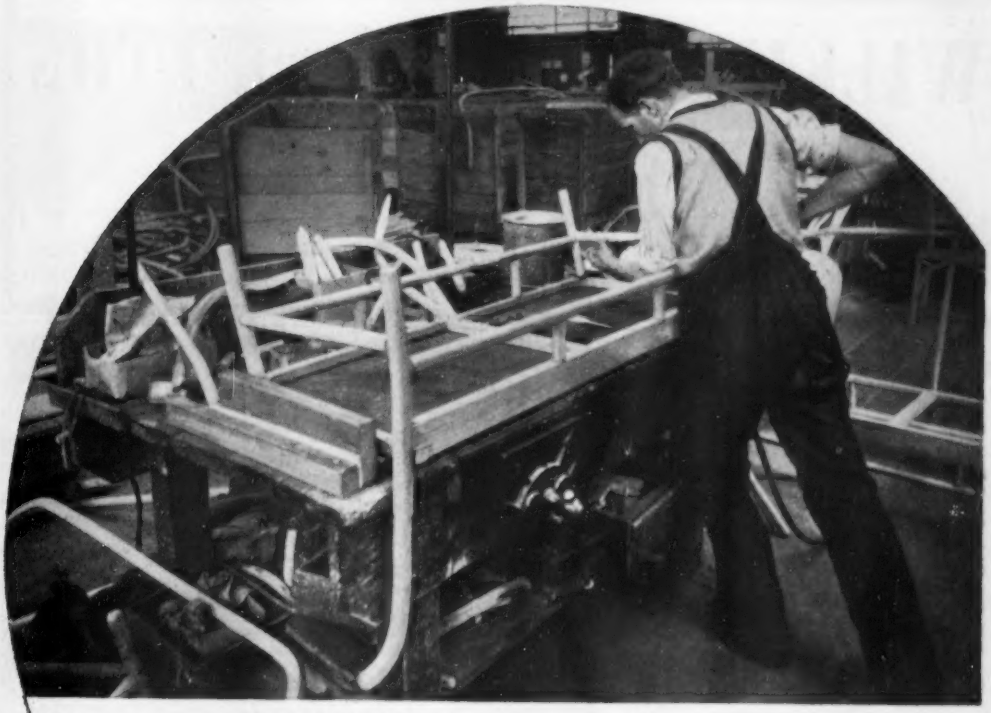

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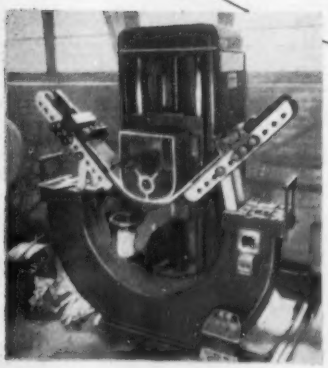

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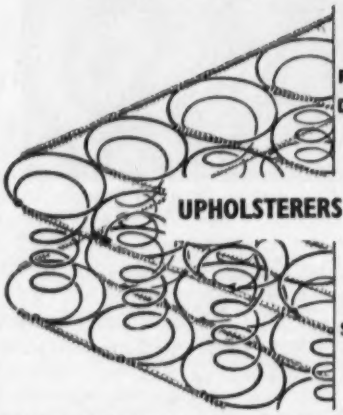

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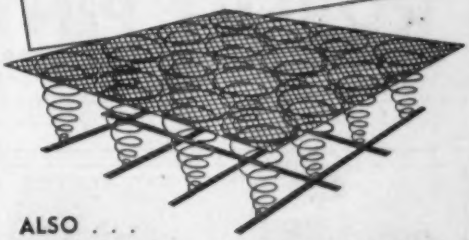

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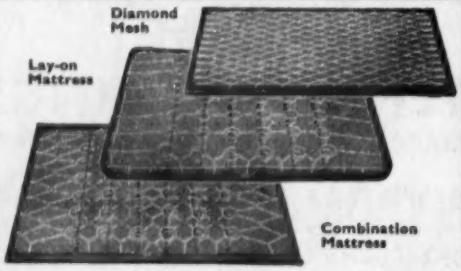

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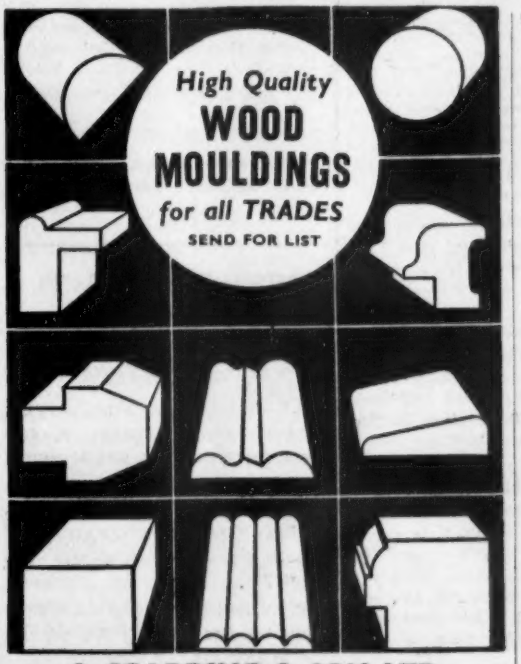

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" Situations Vacant " and " Wanted " and " Representatives Wanted "—2/- a line.
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SITUATIONS VACANT

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A VACANCY OCCURS for a cabinet salesman for our Harrow branch. An opportunity for a man with the necessary experience. Congenial and remunerative position.—Write in confidence to: J. Austin, Grange Furnishing Stores, Ltd., 127 Kilburn High Road, N.W.6.

BOOKKEEPER/CLERK, fully experienced, really industrious, of highest integrity, to be appointed company secretary after a trial period, required by young growing firm, furnishing fabric wholesalers.—Fullest particulars including age, experience and initial salary required, write Box K.811, Willing's, 362 Grays Inn Road, W.C.1.

CARPET and lino. planners. Experienced. Permanent.—Northover, Bell Street, Reigate.

CARPET SALESMAN required, must be used to good/medium-class trade. Excellent opportunity for an experienced man. —Apply, Harrison Gibson, Ltd., High Road, Ilford.

CARPET SALESMAN. Young man with some experience for busy department. High earnings and prospects for capable man.—A. Adams & Son (Furnishers), Ltd., 31-41 Clarendon Road, Harrow 5171.

EXPERIENCED furniture salesman required for West London, Average salary £15-20 per week. Excellent prospects. Saturday half closing day.—'Phone Bayswater 7694.

SITUATIONS VACANT—Cont.

EXPERIENCED Salesman required to serve through.—State salary and full particulars in the first letter to: The Secretary, Waymarks, Ltd., Tunbridge Wells.

FULLY EXPERIENCED Furniture and Bedding Salesman capable of taking charge of Branch shop. Excellent opportunity for advancement for keen man.—Apply: ADAMS OF HARROW, 34/41 Clarendon Road, Harrow.

FURNISHING SALESMAN required, full knowledge of cabinets, carpets, linoleum and soft furnishings. — Write, giving details of experience, to G. E. Maynard, Ltd., South Street, Eastbourne.

FURNITURE BUYER. A vacancy exists on the Central Buying team of the John Lewis Partnership for a man with experience in buying furniture for departmental stores, or specialist furniture shops. He will be responsible for the buying of dining room, bedroom and occasional furniture for sale in branches of the John Lewis Partnership. Minimum starting salary £2,000. — Men interested should write, giving full particulars of present post and past experience, to Director of Personnel, JOHN LEWIS & CO., LTD., Oxford Street, W.1.

FURNITURE SALESMAN required. Previous experience with good class house essential.—Apply, giving full particulars, Elliston & Cavell, Ltd., Oxford.

JUNIOR SALESMEN wanted at Clapham Junction, Walham Green, Harlesden, Putney and Twickenham branches. Commencing salary £8 per week and bonus. —HASTINGS, LTD., Clapham Junction, S.W.11. BATtersea 6633.

LIVE, EXPERIENCED salesman, 25-30, able to serve through all departments. New premises are shortly to be opened, and will present a first-class opportunity for man with ambition who is prepared to work.—Write, stating full experience and salary required, to John Penney, The Old Armoury, Market Place, Wantage, Berkshire.

SITUATIONS VACANT—Cont.

MARSHALL & SNELGROVE, Leicester, have vacancy for senior salesman in soft furnishings department. Must have experience gained in highest class of trade. Good salary and commission.—Apply, giving full details of experience, to Managing Director.

SALESMAN required for bedding department. Young man with retail sales ability would be considered. — Apply: Harrison Gibson, Ilford, Essex.

SALESMAN required for Walthamstow district. Experienced in H.P. and cash trade. Good prospects.—Apply 125 Hoe Street, E.17.

SALESMAN required. Salary and commission. Good prospects. Cash and H.P. trade.—Lee's House Furnishers, Ltd., 58 High Street, Tooting. Balham 1352.

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APPLY IN STRICT CONFIDENCE TO BOX No. 8376 FURNISHING WORLD 180 FLEET STREET E.C.4.

CLASSIFIED ADVERTISEMENTS CONTINUED ON PAGE 69

CLASSIFIED ADVERTISEMENTS CONTINUED FROM PAGE 68

REPRESENTATIVES WANTED—Cont.

HIGH WYCOMBE. Well-known makers of dining room suites and fireside chairs require representative for their Yorkshire area.—Please apply, with full details, to Box No. 9463 Furnishing World 180 Fleet St. E.C.4.

LEADING LONDON manufacturers of occasional furniture require the services of a well-connected representative for South Wales, for their full range of china cabinets, cocktail cabinets, secretaires, tables, etc. The appointment would be on a liberal commission basis.—Gentlemen resident in the area are invited to apply to: Managing Director, W. Schwartz, Ltd., 104-108 Teesdale Street, Hackney Road, London, E.2.

REPRESENTATIVE for North-West London firm of upholsterers, furniture renovators and interior furnishers for London districts. Permanent situation, good salary and prospects.—Box No. 9451 Furnishing World 180 Fleet Street E.C.4.

REPRESENTATIVES required with good connections for Kent, Surrey, Sussex, Essex, Suffolk, Norfolk, Oxfordshire, Buckinghamshire, Hertfordshire, Bedfordshire, Warwickshire, Huntingdonshire, Northamptonshire.—Write full particulars to Messrs. John Nerden (Bedding), Ltd., Albion Works, Dalston Lane, London, E.8.

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REPRESENTATIVES WANTED—Cont.

THOMAS GLENISTER, LTD., Temple Works, High Wycombe, require Representative resident in High Wycombe area for general outside duties.—Apply, in writing, in confidence, giving full details of career to date, age and remuneration required.

AGENTS WANTED

COOMBS, GORING & CO., LTD., 336 Lillie Road, S.W.6, require commission agents in all areas except Yorks/Lancs. Display cabinets, etc. Upholstery, hide, tapestry, etc.

AGENCIES WANTED

MIDLANDS. Representative with established connections requires reputable bedroom suite, dining suite, and upholstery agencies.—Box No. 9461 Furnishing World 180 Fleet St E.C.4.

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LARGE OR SMALL chain of shops required suitable for the sale of furniture and radios, etc.; also interested in single units, situated in main thoroughfares in busy industrial districts or towns throughout the country; would consider long leases or purchase of property.—Details to Box No. 9108 Furnishing World 180 Fleet St. E.C.4.

PREMISES REQUIRED IN SUBURBS OF LONDON OR WOULD CONSIDER TAKING OVER EXISTING BUSINESS WITH SATISFACTORY TURNOVER AND PROSPECTS. ALL COMMUNICATIONS WILL BE TREATED IN STRICTEST CONFIDENCE.—APPLY: HOME FURNISHERS (LONDON & COUNTY), LTD., HAYMARKET COURT, 31-32 HAYMARKET, S.W.1.

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SHAPED AND FLAT VENEERING done to the trade.—Call or telephone Veneer Pressing, Ltd., 45 Virginia Road, E.2. Sho. 6800.

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SUSSEX Coastal Town Furnishing Business. New, Used. D.F. shop. Good living accommodation, 7 rooms. Freehold £3,000. S.A.V.—Box No. 9448 Furnishing World 180 Fleet Street E.C.4.

BUSINESS OPPORTUNITIES

TURNED lamp standards. Capacity available for very large quantities.—Enquiries to Box No. 9459 Furnishing World 180 Fleet St. E.C.4.

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SALES BY AUCTION of textiles, haberdashery, smallwares, clothing, underwear, wearing apparel, footwear, piecegoods and household linen at new Auction Premises to be opened at 2 Minories, Aldgate, London, E.C.3. First sale on September 16 and fortnightly thereafter. Payment guaranteed four days from sale date. Kindly send details of surplus, sub-standard or redundant stocks of any of the above and any allied lines to.—Textile & Haberdashery (Auctions), Ltd., 2 Minories, Aldgate, London, E.C.3. Tel.: ADVance 1103.

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CURVED corrugated iron ex-Army nissen type huts 36 ft. x 16 feet—£81. 36 ft. x 24 ft—£144. Delivered radius 150 miles London. Other buildings available.—Universal Supplies (Belvedere) Ltd., Crabtree Manorway, Belvedere, Kent. Erith 2948.

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BRAND New Unbleached Heavy Twill. Sizes 12 ft. x 6 ft. and 12 ft. x 9 ft. Also Tarpaulins Brand New 1st Quality Jute, Size 18 ft. x 12 ft. All for immediate delivery.—S. Alter, 19 Oakley Avenue, Ealing, W.5. 'Phone ACO 1788.

CLASSIFIED ADVERTISEMENTS CONTINUED ON PAGE 70

CLASSIFIED ADVERTISEMENTS CONTINUED FROM PAGE 69

FOR SALE—Cont.

ENVELOPES (Dickinson), 1,000 3½ x 6, Buff, 12s., White, 15s. 9d., carriage paid; Rubber Stamps, Stationery, Duplicating; samples with pleasure.—Warson, 7 Newton Avenue, London, N.10.

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BEECH SCANTLINGS, large quantity prime Danish beech scantlings cut to shape available direct from London store. Size 1 in. x 2 in. x 30½ in. Sample available on request. Also prime Danish beech squares.—Scandinavian Woodcraft, Ltd., 20 Pall Mall, London, S.W.1. Tel.: TRAfalgar 6541.

HARDWOOD dowels and pine broom handles. Best imported quality. Comprehensive range. Diameters and lengths. Prompt delivery. Samples and price list on request. Large discounts for bale lot orders.—Wessenden Products Ltd., Alresford, Hampshire.

JAPANESE LAUAN PLYWOOD, 72 in. x 36 in. 46s. 100 sq. ft. Nigerian Walnut Veneered one side 72 in. x 48 in. 1s. sq. ft. 4 mm. Russian Birch, B. quality, 59s. 6d. 100 sq. ft. in following sizes: 50 in x 50 in., 58 in x 58 in., 60 in x 48 in. —Spiers, 330 Hackney Road, London, E.2. Telephone: Shoreditch 8791-2-3-4.

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ONE-MAN BUSINESS wants to buy surplus stocks for cash. Bedroom suites and dining-room suites, coffee tables, television tables. For Spot Cash. Will call immediately. 'Phone WAT. 6177. Established over 60 years.

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Received at these offices by the first post on Tuesday, will appear in the issue of that week.

Please address your advertisements to:

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180 Fleet Street,
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BARGAIN, PERFECT. Saunders single-drum power carding machine, suitable hair or flock. Space required. Snip, £12 10s.—Renovations, 31 Charles Street, Reading. Tel.: 60753.

LATEST MODEL SCHUBERT. Tapeless Veneer Edge Glueing Machine, complete with Direct Glue Applicator. Brand new. Never used in production. Purchase price £1,125. Will accept reasonable offer. —Wavex Engineering, Ltd., Tottenham, N.17. TOT. 3674.

PROJECTILE TAPELESS JOINTER, perfect working order. Can be seen working. £225.—Box No. 9462 Furnishing World 180 Fleet St. E.C.4.

"VELOX" disinfector; 2 doors, steam coil, vacuum chambers and fittings, unused, 7 ft. 6½ in. long, 4 ft. 3 in. dia. internal.—F. & J. Dartnell, "Mardyke Works," St. Mary's Lane, Upminster, Essex. Tel.: Upminster 5350.

FINANCE

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